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*Provisioner*

JANUARY 26, 1957

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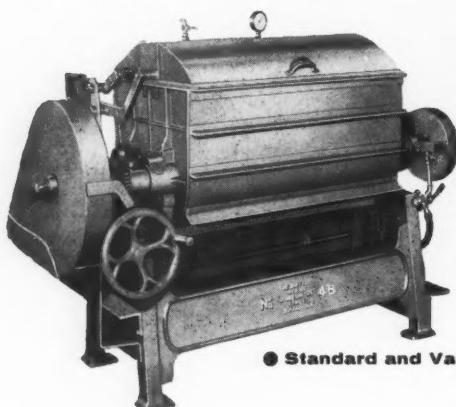
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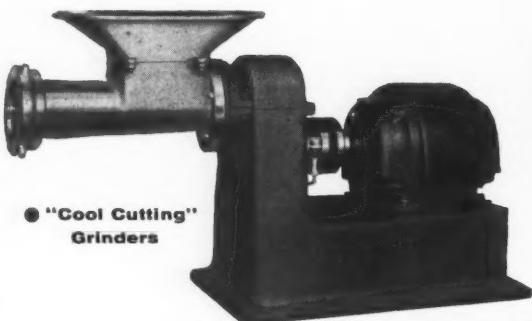
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# THE NATIONAL Provisioner

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THE NATIONAL

# PROVISIONER

VOL. 136 No. 4

JANUARY 26, 1957

## "Spread" Is Vital

Paul S. Willis, president of the Grocery Manufacturers of America, in a talk at the recent convention of the American National Cattlemen's Association, said some things about the job being done by meat packers and other food processors. We believe they merit repeating here. Willis stated:

"If people were content today to buy only the same types and quantities of food per person they bought prewar, they could buy the equivalent of that out-dated grocery basket at today's prices for only 16 per cent of income. The difference between that and the 25 per cent they are actually spending represents the 'additional values' which they want and which we in the industry have provided. . . .

"As to the matter of 'price spread'—the difference between prices farmers receive and prices paid by consumers at the grocery store—a main challenge of the food industry is to get the American people to see 'spread' in its true economic role as a positive, value-adding, market-creating force, and to see how they benefit therefrom.

"Without spread, not only manufacturers and distributors, but farmers as well would be out of business. Our steak would be standing around on a ranch or in a feed lot; our cheese and butter would be milk in a pail in Wisconsin; and our breakfast juice would be on the trees in a Florida or California orange grove. Without spread there would be no food business as we know it. The food business would consist of local farmers selling direct to local consumers.

"Spread is money paid for a series of essential processes and services performed along the Life Line of America between food on the farm and food on the table. It provides useful employment directly to at least 5,000,000 workers and indirectly to several million more. It helps build markets for farm products. It is an integral part of our mass production-mass distribution system. It is a logical reflection of the growth of the American economy with its great degree of specialization, its greater services to meet consumer needs and its high standard of living."

## News and Views

**WSMPA Convention-Goers** will hear messages on world peace, agriculture and selling at the general session Thursday afternoon, February 21, which will wind up the official business of the association's four-day annual meeting in the Sheraton-Palace Hotel, San Francisco. Eric Johnston, president of the Motion Picture Association of America, Washington, D. C., now on an extensive tour of Europe, will report on "Prospects for Peace." Johnston, who served four terms as president of the Chamber of Commerce of the United States, has traveled the free world as a good-will ambassador. "Prices, Parity and Progress" will be discussed by Earl L. Butz, assistant U. S. secretary of agriculture. The man chosen by the National Sales Executives as "Professional Salesman of the Year" in 1953, and sent abroad by that group to share his enthusiasm and marketing ideas, will tell how "You Make the Difference." He is William H. Gove, vice president and sales director of E.M.C. Recordings Corp., St. Paul. A general business session is scheduled for Thursday morning. The convention will end on a social note that night with an 11th anniversary party in the Sheraton-Palace.

**Steps Toward** obtaining a uniform state meat inspection law in Alabama, to replace existing, individual county and municipal regulations, were taken by the Alabama Meat Packers Association, Inc., at the group's first annual meeting in Birmingham. A committee headed by J. M. Gentry, R. L. Zeigler, Inc., Selma, was appointed to begin work on an inspection law and a reasonable shrinkage tolerance on prepackaged meats. Serving with him will be Abe Kaplan, Standard Provision Co., Birmingham, and W. Melvin Haas, Haas-Davis Packing Co., Mobile. Officers re-elected by the association to serve until next January are: president, William Kling, Valley Pride Packing Co., Inc., Huntsville; vice president, W. Melvin Haas, and secretary-treasurer, Miss Stella Beesley, Beesley Packing Co., Andalusia. Directors, in addition to the officers, are: C. A. Dunseth, Sunnyland Packing Co., Dothan; E. P. Griffith, jr., Griffith Packing Co., Demopolis; Abe Kaplan and J. M. Gentry. Approximately 80 persons attended the meeting, which was addressed by A. W. Todd, Alabama commissioner of agriculture, and John C. Milton, American Meat Institute. The next meeting is set for June 15 in Montgomery.

**All Officers** of the Arkansas Independent Meat Packers Association were re-elected at the organization's annual meeting in Pine Bluff. Serving as president again will be Chris E. Finkbeiner, president of Little Rock Packing Co., Little Rock, who also heads the National Independent Meat Packers Association. Felix Schlosser, Morrilton, was renamed vice president of the group, and Walter Webb, Helena, was re-elected treasurer.

**A One-Year Extension** of the 52 per cent corporate tax rate, due to drop April 1, was urged by President Eisenhower this week in his economic report to Congress. As in his previous state of the union and budget messages, he emphasized his opposition to any tax cuts at this time and called for holding down government spending and price and wage increases. The report made no direct mention of the record peacetime budget of \$71,800,000,000 sent to Congress last week, but the President told his press conference that Congress has the duty to cut this amount if possible. The budget recommended for the Department of Agriculture would provide \$18,718,000 for federal meat inspection, compared with an estimated expenditure of \$15,650,000 in the current fiscal year. The increase is requested to provide for additional inspectors and related costs.

# Lean Pork Puts Muscle in Profits

## RELIABLE PIONEERS IN FIELD

**A** TRIPLE-BARRELED program of selecting meat-type hogs and the lean product derived from them, processing and controlling the quality all down the line and merchandising the resulting pork as the kind the housewife wants, is another first achieved by Reliable Packing Co. of Chicago.

In other words, the independent pork packing company has devised a way to win and keep friends for pork, make a profit for itself and encourage production of meat-type hogs by the farmer.

The industry has heard a great deal about the need for a meat-type hog and the resistance of the consumer to fat pork. While some packers have supported the meat-type hog by procedures such as premium payments based on carcass grade and yield, Reliable has adopted the first integrated approach that bridges the problem from buying to consumer selling.

Impetus for this program came from the firm's president, John E. Thompson. After studying many consumer pork preference reports, such as the University of Illinois and Kroger Foundation studies, he decided that a properly selected pork product could be merchandised as a high protein food. This emphasis on protein would negate the consumer notion that pork is a fat-type meat and, at the same time, would tie in with the emphasis given to protein in meat meals. The problem was approached from two angles:

1. Procurement and processing.

### 2. Merchandising the product.

A packaging committee's work dovetailed into the latter phase with a packaging and merchandising program that has created a new line of family packages for the firm's products; drastically modified the method of packing, and most important, launched a new brand name and trade mark for the firm: Thompson Farms Brand. (This phase of the program will be described in a subsequent article).

Reliable has two grades in its Thompson Farms Brand: selected pork items which represent the top of the meat-type class, and a standard,

fleshy, well-fatted meat-type product. Both of these grades are subject to rigid quality control standards in processing and the meat is merchandised as lean and high in protein.

While the firm is merchandising bacon, hams and butts along with the loins from meat-type hogs, the pork loin constitutes the basis of its control work. As Thompson points out, despite the rather voluminous literature on meat-type hogs, nothing has been developed that will serve as a yardstick in buying or processing hogs of this type.

A committee consisting of John Pinta, plant superintendent; Fred Di-



FRED DIPASQUALE measures fat thickness on carlot of meat-type hogs for the quality control program.



TWO STEPS performed in quality evaluation by John Thomas are (left) measuring



fat between tenth and eleventh rib and (right) tracing meat eye on the cut loin.

Pasquale, supervisor, kill department; Kenneth Jacobsen, supervisor, cutting department, and Richmond Unwin, assistant to the president, developed criteria in a learn-as-you-cut manner.

The basic problems considered were the controls that would be used to assure a lean product meeting a specification standard and the criteria that would be used. Under the direction of the committee, the firm began trial production of the lean-type pork loin in May, 1955. By October, 1956, it felt that a sufficiently accurate control procedure had been developed to bring about daily production of the extra lean pork loin. Dressing operations had to be coordinated with procurement on one hand and mer-

chased on the basis of a visual inspection at the stock yards, evaluation is checked further at the plant. The results of these tests are forwarded daily to the hog buying department to help it make its decisions. Periodically, the buyers visit the cutting department to see the breakdown of the carcasses and the evaluation of animal cuts.

Hogs are given a confirming inspection at the firm's holding pens. If there is any doubt as to fat back thickness, a "Lean-O-Meter" is used to probe the animal.

Five of the animals are selected at random, and careful measurement is taken of their length, measuring from ear to tail, and the fat back thickness is measured with the meter between

animals that meet the specifications—29.0 to 31.0 in. in length with an average fat depth of 1.1 to 1.6 in.—are retained in this group for actual cutting.

A peculiar fact uncovered in the taking of quality measurements is the slight variance between the live animal and the dressed carcass. Covering values will generally vary by from 0.1 to 0.2 per cent between these two measurements with the dressed carcass having the higher value. Thompson attributes this difference to the tension in the live animal which slightly compresses the animal's muscles and fat.

The cutting operation continues on the lot basis. As the lots are cut, a yield check is made on the various primal cuts and the other major yield factors. This information is reported immediately to the hog buying station which also records its hogs in terms of the company grades. This constant checking is a practice which has helped the hog buyers a great deal in their selections, states Thompson. The accuracy of the hog buyers has been developed to the point where they properly classify meat-type hogs in about 85 per cent of the purchases, which is considerably above the reported industry average. In the recent hog grading contest conducted by the Chicago Stock Yard & Transit Co., two of Reliable's three hog buyers were in the top three and the third was in the top five among 61 professional contestants.

The emphasis on statistical quality evaluation is currently centered around the pork loin. Thompson points out that this is a beginning, since no benchmark is available for any of the primal cuts.

As the selected meat-type hogs are cut, individual primal cuts intended for lean meat merchandising are further examined by the company's pack-off operators.

The inspection performed by the loin packoff man is one of subjective judgment. He notes the covering on the meat, its general length and firmness. If he doubts the covering value on any loin, he may probe the thickness to spot check this value. However, he generally sets aside any questionable loins which are later re-examined by the statistical tester.

All the extra lean loins are wrapped individually in printed parchment paper and boxed in containers carrying the new brand legend.

The advertising and publicity committee (Harry Oosterhuis, sales manager, Crosby Brownson, purchasing



LEAN PORK chops, attractively packaged and displayed in show case, appeal to consumers.

chandising on the other.

Under the direction of John C. Callahan, head hog buyer, the company's purchasing has been directed at securing the meat-type animal. To get these animals, Reliable has consistently paid a premium of approximately 25c to \$1.25 per cwt. above the Chicago market. Its selective buying has received repeated mention from the *Chicago Daily Drover's Journal* for making the top market. During the past two International Live Stock Shows, Callahan purchased the grand champion carlot of hogs from Milo Wolrab, a Berkshire producer. These factors are helping to attract offerings of meat-type hogs from producers and commission men on the Chicago market, he says.

A statistical check is maintained on all the meat-type hogs purchased. While all the premium hogs are pur-

the 10th and 11th ribs. These five hogs are tattooed and, after dressing and chilling, a further check is made on the dressed length, the fat back thickness at the first, seventh and between the 10th and 11th ribs and at the last lumbar vertebra. These figures are correlated with the U. S. Department of Agriculture's guide on hog grades.

The entire lot of hogs purchased as meat-type animals is kept separate in the livestock pens and holding pens at the plant.

Dressing operations are performed on a plant grading system, in which the meat-type animals are called No. 8. After dressing, the lots are kept apart in the chill coolers. Prior to cutting, all the hogs in the meat-type grade are measured for length and fat thickness at the first and last ribs and the last lumbar vertebra. Only those

THOMPSON FARMS BRAND PORK LOINS								POINT BASIS FOR EVALUATION			
Characteristics, Conformation and Firmness		Total Pts.	Range	Range	Range	Lot No:	Cut Date:				
1 Loin Muscle or Lean Meat	10	3½ - 10	16 - 24	0 - 16		Inspected by:				REMARKS	
2 Ratio of Fat to Lean	15	9 - 15	6 - 9	0 - 6							
3 Color of Meat	10	6 - 10	4 - 6	0 - 4							
4 Color of Fat	10	6 - 10	4 - 6	0 - 4							
5 Ratio of Length to Wgt.	5	3 - 5	2 - 3	0 - 2							
6 Bone Structure	5	3 - 5	2 - 3	0 - 2							
7 Firmness of Fat & Lean	15	9 - 15	6 - 9	0 - 6							
TOTALS	100	70 - 100	16 - 70	0 - 16							
INSPECTION OF	PIECES OF 12/16 LOINS						Measurements - Points 12/16 Loins				
	Cut	Loin	2	3	4	5	6	Total	Avg.	Range	Muscle Area
Loin Wgt.											4.5 - 34
1 Muscle											4.0 - 16
2 Fat to Lean											3.2 - 0
3 Color Meat											4.6 - 25
4 Color Fat											4.1 - 18
5 Length/Wgt.											5.3 - 2
6 Bone Struc.											4.7 - 26
7 Firm											4.2 - 22
TOTALS											5.1 - 4
INSPECTION OF	PIECES OF 8/12 LOINS						Measurements - Points 8/12 Loins				
	Cut	Loin	2	3	4	5	6	Total	Avg.	Range	Muscle Area
Loin Wgt.											4.5 - 34
1 Muscle											3.5 - 16
2 Fat/Lean											3.6 - 18
3 Color Meat											2.8 - 2
4 Color Fat											4.2 - 36
5 Length/Wgt.											2.9 - 4
6 Bone Struc.											4.3 - 27
7 Firm											3.8 - 26
TOTALS											3.0 - 6

#### EVALUATION FORM lists factors by means of which extra lean loins are scored.

agent, J. Pinta and R. Unwin) has elected to do this, since it feels that such identification will carry the brand farther along into the distribution channels. Some retailers display the loins in their colorful wrap as it protects against light discoloration.

Boxes are selected at random daily from the production of the extra lean loins. These are opened and the loins are scored according to an evaluation form. These factors include: (1) percentage of the overall covering on the loin and the butcher workmanship in trimming; (2) fat removal; (3) removal of the hanging tender; (4) workmanship of the split; (5) loin firmness; (6) bone color; and (7) evidence of fat to lean ratios at the shoulder and ham ends.

The tester also probes the fat of the loin between the 10th and 11th ribs 2½ in. from the middle line. If the thickness here exceeds the standard, he will actually cut the loin to determine whether it has a kidney-shaped eye. It has been found that a few hogs will have a shallow loin eye that is not evident on visual inspection, says Thompson. The basis for rejection of a lot is a variation of 0.2 in. in covering.

Two of the loins, again selected at random from the test loins, are cut between the 10th and 11th ribs. Loins are then evaluated on a statistical grading basis for the following: (1) loin muscle or lean meat area; (2) ratio of lean to fat; (3) meat color; (4) fat color; (5) loin length; (6) bone structure, and (7) firmness of fat and lean. Each factor is given a point value and in each case

the loin must meet a minimum standard. If the product fails to meet any of these standards, the whole lot is rejected and each loin unwrapped and revalued by the statistical tester whose critical facilities have been highly developed.

After this examination, the tester places a sheet of tracing paper on the loin eye and traces the eye and tail and the fat areas. The traced eye is then evaluated with a planimeter which gives the square area of irregularly shaped planes. Once again, the product must meet a minimum standard or the whole lot is rejected. To qualify for extra lean classification the loin must have a minimum meat

eye of 3.75 sq. in. of lean, red, well-muscled meat.

If the loins pass the various tests they are released for shipment.

Reliable periodically runs a test on a lot of meat-type animals to check procurement efficiency. In one such test 87 meat-type hogs were received at the pens where they were further subdivided into group A, which was considered to be a particularly high meat-type, primal cut animal, and group B, which was considered to represent average meat-type animals. Group A's 56 animals had a primal cut yield of 50 per cent and group B's 31 animals had 46 per cent and, consequently, all of these animals by definition qualified as meat-type hogs.

In terms of carcass length and fat back thickness these animals were then graded according to USDA standards. Group A had 60 per cent No. 1's, while group B had 81 per cent No. 2's and 3's. The primal cuts from these animals were graded further for Thompson Farms Brand select pork products and only 46 per cent of the primal cuts qualified.

All test results are made known to the firm's hog buyers. Statistical records prove that these test procedures are successful, reports Unwin, who is responsible for the development of statistical quality control measures. Hogs that are purchased as top grade meat animals generally grade as USDA No. 1's and only a small percentage grades as No. 2's while rarely do they grade as No. 3's, Unwin says.

The statistical control program is  
[Continued on page 28]



MIKE PANIAK, right, delivers Thompson Brand pork with refrigeration instructions, to John Esposito, receiving clerk at a Hillman's Pure Food Stores unit in Chicago.



FLOOD LIGHTS, enclosed in metal box, blind cattle for safer and quicker stunning operations.

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LIVESTOCK conservation in all its phases is practiced at the Wilson & Co., Inc., Albert Lea, Minn., plant. "Livestock conservation in action" is the watchword at this progressive plant.

The action program has been in effective operation since 1945. It was started by John Crowley, now with Cudahy at Omaha, and further developed by a former plant manager, the late Russ Stadheim. In backing the program during his first year as general manager, H. B. Housh is following a well-established and economically-sound tradition.

"It is just good business for a packer to promote improved livestock production and marketing in his trade area," he relates. "Furthermore, to permit improper handling or poor facilities, and thus cancel improvements made in the country, would be anything but sound business economics."

He also comments that the bruise loss per head at the Albert Lea plant is half the average national bruise loss as determined by a recent national survey conducted by the American Meat Institute.

The livestock conservation program is directed by a livestock committee which includes as its chairman the plant manager, and has as members the heads of the operating, sales and buying departments. Once a month, this group meets to report, discuss, evaluate and plan its work

to cut livestock losses. Even the chief of the plant police is a member of the committee, as the protection force can note the condition of the holding pens, the loading of animals in a truck lot arriving at the plant, etc. If there is something that requires action, the watchman contacts the responsible supervisor.

The basic motive for this concentration on livestock conservation is profit—profit from losses prevented and profit from higher quality meat products, states Housh.

It is hard to measure the success of the committee's work in dollars and cents as its educational effort encompasses plant and farm livestock handling. However, old experienced employes claim that there has been a definite reduction in deads, cripes and bruise and condemnation losses since the committee started to function. Intra-company records and bruise survey reports support this claim, the general manager said.

"It is harder to show improvement now than it was when we first started because we have come a long way," says Cliff Cairns, administrative assistant and committee spark plug. "There is no doubt in my mind about the value of this program to the company and to farmers who ship to us," he continued.

The committee has three functions: 1) education in the field; 2) employee education and supervision at the plant, and 3) maintenance and

improvement of facilities. The responsibility is delegated to committee members along functional lines.

Education in the field is primarily the responsibility of the livestock service department under Robert L. Fix, although the livestock buyers also carry on this work in their contacts with farmers and truckers. This is a broad program that includes co-operation with Livestock Conservation, Inc., active participation in the Minnesota state spring barrow show, as well as other county, state and regional livestock shows, and close work with country agents, vocational and veteran agricultural instructors and contacting agricultural colleges in Iowa and Minnesota. In a broad livestock program such as this, handling is an important but small phase. Other functions of the department are: distribution of educational pub-

## 'Handle With Care' is Wilson Creed



BILL DUSEK, Wilson hog buyer, presents slapper to farmer in return for cane.



SIGNS WARNING of cost of bruise losses greet all truckers entering Wilson plant.

lications pertinent to livestock products and problems; preparation of special livestock conservation releases; timely handling tips on the firm's regular market broadcasts; lending of

**LET US...**

**SOLVE YOUR**

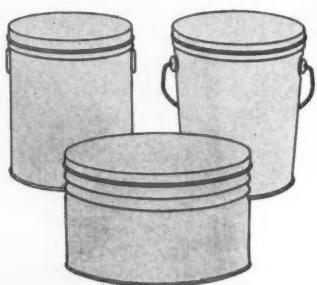
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**H.V.P.!\***

**new flavor discovery builds sales!**

**Staley's H.V.P.\* works 4 ways to improve your food products**

\*HYDROLYZED VEGETABLE PROTEIN

From soups to hash, baked beans to sausages—whatever your product—you'll enjoy greater repeat sales when you add Staley's H.V.P. to your recipes. And here's why:

(1) Staley's new H.V.P. adds natural meat-like flavor. (2) It enhances taste appeal in a wide variety of foods. (3) It gives you greater flavor solids concentration. (4) It assures a uniform, better balanced flavor of your products.

Staley's H.V.P. is made by an exclusive, new process to give you liquid Hydrolyzed Vegetable Protein with improved flavor, a rich, golden-brown color—at lower cost.

For complete technical application data, write:

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films and slide sets to farm groups, and assistance to 4-H livestock conservation demonstration teams.

Employee education and supervision is the responsibility of the various department heads on the committee. The plant superintendent insists on regular inspection and constant repair of all livestock facilities. The head buyers require careful handling on the part of all yard handlers, and enforcement of the canvas slapper persuader policy. Only dry canvas slappers are used on hogs and whips with lashes on cattle. Sorting poles are restricted to sorting only at the hog scales.

Since the committee members are also the administrative, operating and buying heads, there is little difficulty in maintaining optimum handling conditions at the plant. This top eschelon support is one of the most important elements in any livestock conservation program, reports D. P. Mossberg, LCI, northwest regional manager, who works with Wilson's Albert Lea staff.

One of the first major projects completed by the committee was the remodeling of the stock yard with special consideration given to efficient bruise-free livestock handling. Self-squaring chute bumpers were installed. (This is a piece of metal flooring mounted by a pivot to the floor which can be extended to cover any gap between the floor of the truck and chute if the driver fails to back squarely into position).

Adjustable double deck chutes and special pickup and trailer chutes also were built. Fix says that many farmers deliver several head of livestock in a small pickup with a body floor which is much lower than a conventional livestock van. Drives and pens were constructed to eliminate projections, sharp corners and dead pockets. Since then, the operating department has periodically checked all facilities to keep everything in good repair and to improve upon the basic design.

When facility changes are suggested at a meeting, a subcommittee is usually appointed to study the situation and report back with recommendations at the next meeting. For example, the installation about a year ago of flood lights in the knocking box to blind the cattle and cause them to stand was a result of a subcommittee's recommendations. They are still in use and considered a necessity by the cattle stunner.

Time and effort are devoted to maintaining the best possible facilities



GENERAL MANAGER of the Wilson Albert Lea plant, H. B. Housh, reports on cost of bruise losses to Bob Fix and Cliff Cairns, both of Wilson, and Doug Mossberg of LCI.

and handling at the plant since it is the committee's belief that a plant cannot expect better service than it gives in its own operation.

The use of canvas slappers, which have always played an important part in the Wilson program, is an example of the service performed and the slappers have been presented to plant customers in exchange for more damaging persuaders since 1939. Although relatively expensive, this give-away has paid its way in bruise savings many times.

Slappers are purchased and resold at cost as a service to 4-H clubs and FFA chapters. These groups, in turn, resell them at a profit to farmers and truckers. As a result of this program, several thousand slappers are in use in the company's trade area.

Fix estimates that any other plant inaugurating a similar slapper policy can expect a high distribution the first year—perhaps about 1,000—and then a sharp fall off the following years when from 200 to 400 slappers will be needed.

One approach to the loss problem pioneered by the Albert Lea plant is the reporting of bruise losses directly to the owner. Spot checks are made periodically on all stock from certain dealers, buying station or farmers. These lots are killed separately and all bruises recorded. When this information is enclosed with a friendly letter suggesting closer attention to bruise losses, the recipient frequently will ask for a check on the next load to see if he has improved his method of handling, states Fix. The spot checks have been well received by the stockmen, he reports.

Buyers are constantly alert for evidence of mishandling and such stock

is bought subject to its carcass value, less bruise trim.

Other functions and services initiated and carried out by the committee are: truck cleaning and washing facilities; free sand for bedding; an elaborate system of permanent and changeable signs and posters, and co-operation with LCI in setting up each year an educational exhibit at the spring barrow show. Truck cleaning facilities and free sanding, both of which are relatively inexpensive, do much to impress the farmer and livestock trucker with the need for proper care in shipping animals. The company gives away approximately 50 yards of sand each year.

The Wilson program is an excellent example of how team work can be applied to livestock loss prevention at the packinghouse level. Every member of the team realizes that he has a job to do in addition to his regular job and does it. The result is a better relationship with producers and greater operating profits.

This organizational procedure can be employed by any packing plant in which management is willing to give active support and direction, states Mossberg, whose field work places him in contact with many large and small packing plants.

The size of the committee assigned to this function may be streamlined so that three people, the plant superintendent, the livestock buyer and the master mechanic can manage the program. They can perform on a systematic basis the essential functions needed for a money-saving livestock conservation program. A small company can take its own bruise tests twice a month and develop a workable, profitable conservation program.

## Lean Pork Is Profitable

[Continued from page 24]

maintained for two reasons: it is essential for the success of the merchandising program that the quality of the extra lean pork products be uniformly high, and the analysis of the accumulated data eventually may pinpoint a yardstick by which grading can be part of the cutting operation.

Loins that are cut for the quality test are replaced in the box if the lot passes. A notice is placed in the box telling the customer what was done and why it was done. Thompson believes that informing the customer



RELIABLE'S LEAN pork committee meets to discuss progress. Members are Kenneth Jacobsen, Fred DiPasquale, John Pinta and Richmond Unwin. They developed criteria.

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of the steps taken to safeguard quality will help create demand.

Does the program pay? Thompson says yes. The firm has developed a merchandising plan to inform retailers about its extra lean pork products. Reliable's house organ, *Pig Tales*, carried a detailed explanation of the Thompson Farms Brand story, stressing the extra lean and high protein values in the selected products. The issue carried pictures of the packaged products and explained the difference between the selected lean products and the regular products carrying the Thompson Farms Brand.

This has been followed up by a sustained mailing campaign that retells the story for specific products. These pieces of literature can be converted into point-of-sale display material and are available as such. Each weekend, two people conduct store demonstrations with extra lean sliced bacon, which, with supporting literature and display material, presents the whole packaged line.

Sparking the entire program is Reliable's sales department under Harry Oosterhuis, sales manager. Through personal calls on independent retailers it has presented the company's pork selection and packaging concept.

All of the Thompson Farms Brand products are sold under a money-back guarantee which is stated on the packaging material.

The new products account for approximately 20 per cent of the firm's output (a percentage the firm intends to increase) and are sold with a margin that covers the extra handling.

Since extra lean pork loins and butts are in short supply, they are sold as rapidly as they are released from quality control. The extra lean

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hams and sliced bacon are gaining progressively in sales volume. For example, extra lean sliced bacon sales are up about 35 per cent since the meat was introduced in October.

Reliable's management is convinced that the merchandising of selected high quality pork is the answer to the industry's primary consumer problem: a fatty product. The program pays the farmer the premium needed to encourage production of the meat-type animal; it allows the consumer to buy the lean pork desired, and it permits the packer to earn a margin while procuring, processing and merchandising the select pork products.

### North Carolina Sets Limit On Extenders in Sausage

A regulation limiting to 3½ per cent the combined amount of cereal and dry milk solids that may be included in bologna or similar meat products has been adopted by the North Carolina State Board of Agriculture and will become effective July 1, 1957.

State regulations previously had not limited such extenders in comminuted meat products. The new restrictions were requested by V. H. Bode, president of the North Carolina Meat Packers Association, to "improve the

quality and result in wider consumer acceptance of these items as well as related meat items produced in North Carolina packinghouses."

### Sausage Becoming Glamor Dish, 'Look' Article Says

In its February 5 issue, out this week, *Look* magazine carries a major food feature devoted to sausage in its hundreds of varieties.

Titled "The Sausage Comes to Dinner," the article points out that sausage is "taking on new dimensions as a glamorous dinner dish," and reports that housewives are discovering that sausage is not only economical, tasty and easy to buy, but it has an unexpected versatility in menu-planning.

"Sausage is stepping out of the delicatessen class to a place of honor on the dinner table," the article reports further.

But despite consumer acceptance of sausage, the public seems surprisingly unfamiliar with its many varieties, the article says.

### Third NHA Hide Training Class to Get Underway

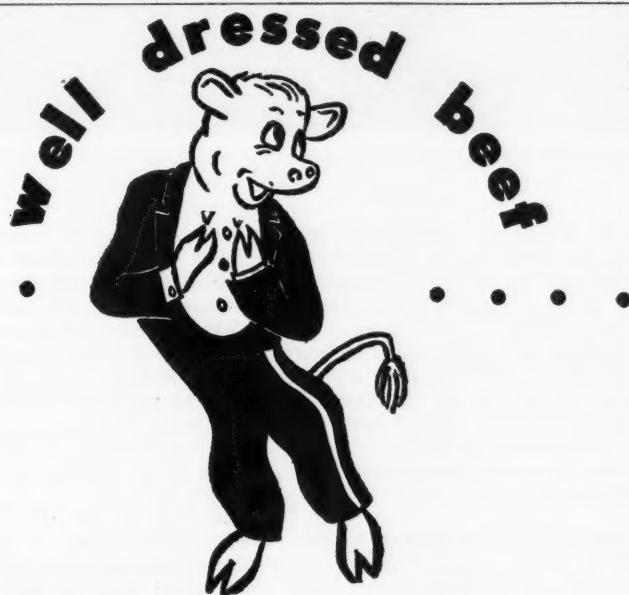
The third training class sponsored by the National Hide Association will get underway Monday, January 28, at Navy Pier, Chicago. A limit of 50 has been placed on enrollment by Charles F. Becking, chairman of the NHA education committee.

This year's course will be taught by Dr. Victor Ricks, University of Illinois faculty member, with the assistance of industry panels during the question and answer periods. A field trip on January 29 will include visits to a small packer and country hide cellar, a big packer hide cellar a tannery and a shoe factory.

A highlight of the course will be an alumni luncheon on Saturday, February 2, at the Sheraton Hotel, Chicago, open to all interested persons.

### Dry Ice Can Touch Product

The use of pure dry ice in direct contact with product, such as trimmings during the chopping operation in the preparation of meat food products, or when packed for shipment is acceptable, the Meat Inspection Branch announced in Memorandum No. 239. In those areas where such use of dry ice results in the liberation of excess carbon dioxide gas, adequate ventilation should be provided, the MIB memorandum said.



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# Colored Lard Can Expand Market



PRODUCT GIVES pies added appeal of golden crust, could lead to greater use of lard.

**S**OMETHING new can be added to lard—a rich yellow color. To date, several of the major shortening firms and a midwestern packer have added color to their products, and from all reports, consumers have accepted the new look.

Proponents of the additive point out, however, that the attraction of yellow lard is not simply a matter of passing novelty; the consumer will find that yellow lard enhances and glamorizes many foods, since it gives them a particularly attractive hue. Pie crust made with yellow lard takes on a golden brown color. Fried chicken is a particularly attractive dish when prepared with yellow lard. Consumers are pleased to find that many other foods are similarly glamorized. This extra appeal of the golden crust given to foods by colored lard could be conducive to greater use of lard in home cooking.

Of course, not all foods need or are improved in appearance when prepared with yellow lard and, consequently, the housewife will probably continue to use white lard for some phases of her cookery. Yellow lard is said, therefore, to offer the possibility of expanding the market rather than taking over a slice of an existing market. Some industry leaders, basing their opinions on the experience with colored and uncolored margarine, believe that yellow lard may spearhead a resurgence of lard as a domestic cooking fat.

One of the coloring materials that may be used is B-carotene, a product marketed by Hoffmann-LaRoche, Inc.

In addition to being a coloring

agent, B-carotene has the property of being a provitamin A which is converted by the body into vitamin A, one of the several vitamins essential to good health.

Experiments at the chemical firm's laboratory have indicated a good carry through of the provitamin A into the cooked or baked foods prepared with the colored fat. Table I, below, shows typical retention values obtained.

TABLE I: B-Carotene CARRYTHROUGH

Type of Product	B-Carotene Before Baking (U.S.P. units per pound)	B-Carotene After Baking (U.S.P. units per pound)	Retention (Pct.)
Vanilla drop cookies .2140	.2025	95	
Two-egg yellow cake			
Recipe A ..... 1600	1320	83	
Recipe B ..... 2600	2320	90	
Pound cake			
Recipe A ..... 2600	1950	75	
Recipe B ..... 5600	4660	83	
Pie crust ..... 4950	4250	86	

The product is normally sold as a 24 per cent suspension in semi-solid oil. For coloring lard, 12 to 20 milligrams of the suspension (about 7/1000 of an ounce) is added per pound of lard, depending on the degree of color desired. The desired degree of color is best determined by experimenting with various levels in a hand coloring operation. The intensity of the lard color should be judged after the fat has solidified since, as lard solidifies, the intensity of the added color is toned down.

At the 12 to 20 milligram level, the lard will contain from 5,000 to 8,000 U.S.P. units of the provitamin A. When the material is added to the lard at the 5 milligram level, or as a 20 milligram suspension, it contains

8,000 U.S.P. units which constitute twice the daily human requirement, according to G. K. Parman of the vitamin division, Hoffmann-LaRoche.

However, if it is desired to make a vitamin A claim, the requirements of the Federal Food and Drug Law, and the provisions of state and local regulations must be considered. However, no vitamin A claim need be made if the carotene is being added simply for color.

The carotene is added to the lard after deodorization. If the fat is not deodorized, then the coloring should be added after the lard has settled and been filtered. The usual point of addition is in the makeup tank just prior to chilling and packaging. The temperature of the lard at the time of addition should not exceed 150° F. The suspension is agitated until solution is complete and uniform. Lard flakes and antioxidants may be added at the same time. Subsequent handling of the lard is done in the usual prescribed manner.

It should be remembered that the coloring will not improve the original quality of the processed lard. All steps in the manufacturing should follow the most recommended procedures scrupulously, so that the product has a high smoke point, a bland odor, etc. A colored lard now offered on the market is a deodorized product and it has won a high level of acceptance. While a deodorized lard may not be within the economic potential of all plants, industry leaders agree that a high quality product is within reach through the employment of careful manufacturing procedure.

# The Meat Trail...



TRUCKLOAD OF PORK products and lard donated for Hungarian relief by Tobin Packing Co., Inc., Rochester and Albany, N.Y., is shown ready to leave Albany plant for New York City port. Through arrangements with the American National Red Cross, the meat products were to be shipped to an International Red Cross relief camp for Hungarian refugees in Austria. Shown beside truck (l. to r.) are: T. G. Leiss, manager, Tobin Albany division; Martha Brooks, Radio Station WGY; Mrs. Betty P. Sherwin, chairman of the Albany Red Cross chapter motor service; Miss Pirie H. Perenyi, representing the Hungarian community of the Albany chapter; Judith Hoffman, Albany County Junior Red Cross, and Joseph Einhorn, chairman of the Albany County Red Cross chapter. Food gift totaled 10,000 lbs.

## J O B S

JAMES A. MEYER, a 28-year industry veteran, has been named general sales manager of Roegelein Provision Co., San Antonio, Tex., WILLIAM ROEGELEIN, president, announced. Meyer formerly was a sales executive with packing companies in St. Louis and Detroit. In his new post, he will be in charge of all distributive sales for Roegelein.

CLAUDE HALL has been appointed manager of the Los Angeles branch office of Walter Straus and Son, Fort Worth, Tex., dealer in meats and provisions. Hall has been associated with packers and processors in the Los Angeles area for 11 years.

BEN W. RENLI, Minneapolis branch house manager for John Morrell & Co., has been appointed Twin Cities branch house manager, assuming added responsibilities for the St. Paul branch house operation.

A. C. FERGUSON has been named head of the general sales unit of the Kansas City plant of Swift & Company, H. M. Wiggs, general manager, announced. Ferguson formerly was manager of the Swift packinghouse market in Jersey City.

WILLIAM T. SIM has been named sales manager of the Los Angeles plant of Armour and Company, E. J. STRECKER, general manager, announced. Sim, formerly of Seattle, succeeds MARSHALL TRENBERTH, who retired after 32 years of service. LOU S. SANBOEUF, formerly assistant sales

manager at Los Angeles, was appointed regional manager of advertising and merchandising, with headquarters at the Armour regional office in South San Francisco.

HARVEY L. STATON has been appointed sales manager for the Kansas City plant of Wilson & Co., Inc., J. D. PETRY, plant manager, announced. Staton formerly was car route sales manager at Kansas City.

## P L A N T S

A \$100,000 loan to Sheridan Meat Co., Sheridan, Wyo., has been approved by the Small Business Administration. A. S. HUFFORD is president and general manager of the firm.

Red Cloud Packing Co., Lincoln, Neb., has filed articles of incorporation with the secretary of state, authorizing capitalization of \$100,000. Incorporators are VERN UPTAGRAPH, ROBERT YOST and KENNETH BOWEN.

Geo. A. Hormel & Co., Austin, Minn., has begun installing new gelatin equipment, which will change Hormel from a moderate-sized manufacturer of gelatin to one of substantial size, the company announced.

JIM SESSO, a former drive-in restaurant operator, and ALBERT KLEIN, a former motel owner, have opened a new sausage manufacturing plant in Vinita, Okla.

ROBERT STEWART of Cedar Falls, Iowa, has been named assignee for Harris Meat Co., Inc., 249 Vaughn st., Waterloo, Iowa, to accomplish

liquidation of the business and property of the company and conversion into cash for payment of claims by creditors. THEODORE J. HARRIS, Waterloo, is president of the concern, which has been engaged in the processing and sale of frozen meats.

WRENO JONES, who has been in the retail meat business in Madill, Okla., for the past 20 years, has opened a packing plant southwest of the town.

Sale of Holt Packing Co., Lansing, Mich., to WAYNE GOODRICH has been announced by FRANK WROOK, owner and operator of the firm for the past 34 years. The new owner formerly was employed by the company. Wrook is retiring.

Philadelphia Boneless Beef Co., 223 Calowhill st., Philadelphia, has purchased an adjacent, 20 x 80-ft. building at 227 Calowhill st. to handle its expanded operations.

Rattner Bros., Inc., is the new name for the former Santa Monica Meat & Provision Co., Santa Monica, Calif. MORRIS RATTNER told THE PROVISIONER an expansion is planned. Ground breaking on February 1 will mark the start of a 5,000-sq.-ft. addition to house a new cooler and workroom, at the company's 1721 Broadway plant in Santa Monica.

Jacob E. Decker & Sons, Mason City, Iowa, is enlarging and modernizing its branch at Dallas, Tex., P. L. THOGERSON, general manager, announced. Decker, which also maintains branch plants at Houston, San Antonio and Texarkana, is a subsidiary of Armour and Company.

Fire destroyed the plant of Allison Hide and Rendering Co., near Goodland, Kans. The firm is owned by I. D. ALLISON.

Bluegrass Market, Inc., Caldwell, W. Va., has opened a custom slaughterhouse adjacent to its stockyards. W. EUGENE KNIGHT is manager of Bluegrass Market.

John Morrell & Co. will open its new Chicago plant at 4550 W. Jackson blvd. this spring and at that time will discontinue operations in its small, leased plant in Chicago's Fulton Market area, W. W. McCALLUM, president, announced. Sausage manufacturing and sliced bacon equipment is being installed at the Jackson blvd. location, and the new plant is expected to have approximately

150 employees by April, he said. Other Morrell improvement plans for 1957 include a substantial building addition at the Mobile (Ala.) plant, which will be used for increased sausage manufacture and sliced bacon processing. Sausage, sliced bacon and slaughtering facilities also will be enlarged at several other plants, McCallum said.

New centralized employee welfare facilities have been completed at the Kalamazoo plant of Peter Eckrich & Sons, Inc. The new area was added immediately above the center of the plant, providing for easy access.

## TRAILMARKS

C. T. MARSAU, export sales manager of The Rath Packing Co., Waterloo, Iowa, has been appointed chairman of the committee on foreign relations and trade of the American Meat Institute, Chicago.

LIONEL BROWNE, manager of the Canada Packers, Ltd., plant at Peterboro, Ont., has been voted "Citizen of the Year" at Peterboro. He helped raise more than \$1,000,000 to build a memorial center in that city and now is spearheading a campaign to build a home for the aged.

EARLE G. REED, general livestock agent for the Union Pacific Railroad for the past 15 years, has retired after a career of service to agricul-



PENSION PLAN, instead of a direct wage increase, is provided in amendment to labor contracts of Packers and Sausage Manufacturers Association of Chicago and Chicago Meat Packers and Wholesalers Association with Local 100, Amalgamated Meat Cutters and Butcher Workmen of North America, AFL-CIO. It is the first employee pension plan at the wholesale level in the Chicago area. Bracket increases granted by the employers in recent negotiations are to be diverted into the pension plan, which provides for a contribution of \$8 per employee per month. There is no added cost to the employers. Shown (l. to r.) at amendment signing ceremony are (seated): Bob Costello, Costello's Corned Beef; Walter J. Stachnik, secretary, Local 100, and William Dukes, Saratoga Meat Products. Standing are: Max Weinstein, secretary, Local 485, Amalgamated Meat Cutters; Lester Asher, attorney for the union; Irving Tenenblat, Monarch Packing Co.; Milton Saba, Local 100; Raymond K. Freed, attorney for Chicago Meat Packers and Wholesalers Association; Harry L. Rudnick, attorney for Packers and Sausage Manufacturers Association, and Joseph Lojas and Henry Levine, both of the Amalgamated Meat Cutters and Butcher Workmen.

tural and livestock organizations that dates back to 1917. Effective with Reed's retirement, JOE W. JARVIS, formerly supervisor of agricultural development, became supervisor of livestock and agriculture for the Union Pacific, headquartered in Omaha.

EDWARD J. BELZ, city sales manager of Plankinton Packing Co., Mil-

waukee, has been named "1956 pro of the year" for outstanding selling performance in competition with city sales staffs of seven other associated plants of Swift & Company.

R. B. MCCHRYSSTAL has resigned as sales promotion manager of Coast Packing Co., Los Angeles, to go into the brokerage business.

A. D. DONNELL, president of The Rath Packing Co., Waterloo, Iowa, has been re-elected a director of the National Dairy Cattle Congress.

W. WARD HENDERSON has been appointed assistant chief of the California Crop and Livestock Reporting Service. He formerly was head of the enumerative surveys section, Agricultural Marketing Service, U. S. Department of Agriculture.

RALPH VAN HOVEN, first vice president of the National Renderers Association, has been appointed NRA representative to the newly-formed allied industry advisory committee of the American Feed Manufacturers Association's nutrition council.

The British Columbia meat packers safety shield for 1956 has been awarded to the Vancouver plant of Canada Packers, Ltd.

URBAN N. PATMAN, president of Urban N. Patman, Inc., Los Angeles, has been presenting a series of lectures before Southern California schools and organizations on "Evolutionary Trends in the Meat Business" and "Proper Meat Buying." The latter



(Photo by Mason City Globe-Gazette)

**SAUSAGE** WAS main point of interest to two German visitors during recent plant tour at Jacob E. Decker & Sons, Mason City, Iowa. The visitors were Sven Hagander (second from left), casing manufacturer of Weinheim, Germany, and Herman Schnell (right), Hagander's production consultant, shown with Maurice Craig (left), sales manager of Brechteen Corp., Chicago, and P. J. Thogerson, general manager of the Decker plant. The Hagander family began marketing sausage casings in 1930 and now is the largest producer in Germany. Hagander's father is president of the firm. The casings, made of reconstituted animal tissue, have been marketed in the U.S. under the Brechteen name for the past year and a half.

lecture was presented at the University of California at Los Angeles before a group of about 400 executive stewards and caterers.

J. M. GENTRY, manager of R. L. Zeigler, Inc., Selma, Ala., was a panel speaker on "The Alabama Beef Cattle Story" at the 14th annual meeting of the Alabama Cattlemen's Association in Birmingham. TOM GLAZE, head of the agricultural research department, Swift & Company, also spoke at the convention.

WALTER S. STERN of H. Elkan & Co. has been re-elected vice president of Commodity Exchange, Inc., New York City, to represent the hide group. SIDNEY WESTHEIMER of Transamerican Hides, Inc., was elected a member of the board of governors to represent the hide group.

Kold Kist, Inc., Los Angeles packer of fresh frozen cooked meat pies, will go into a widely-expanded advertising and promotion program in the Southern California area. It will use a weekly column in local newspapers and television-radio journals. The column will be written by FRED BECK, newspaper columnist, and will feature the firm's 11 different products. California Advertising Agency is supervising the promotion.

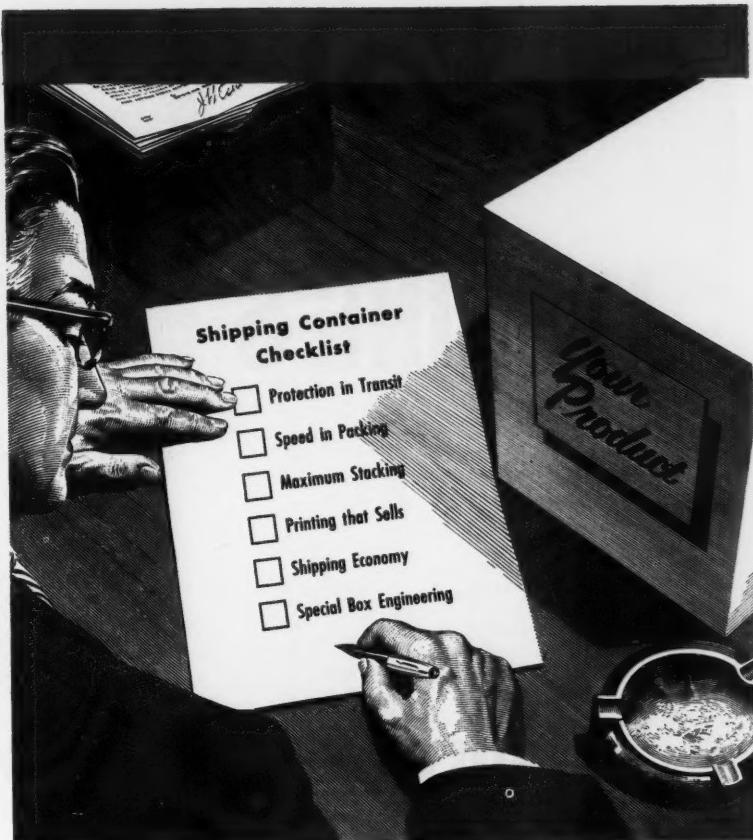
JOSEPH WAGENHEIM, head of Joseph Wagenheim & Co., Atlantic City, N. J., was honored at the annual meeting of the Federation of Jewish Charities for his services to the Jewish community of Atlantic City. He is one of the Federation's founders and formerly was chairman of the annual United Jewish Appeal.

## DEATHS

MONT Z. IRISH, 70, retired general manager of the Swift & Company plant at National Stockyards, Ill., died in Leesburg, Fla., en route to Miami for a vacation. He retired in 1951 after 47 years with Swift. Surviving are a son, JOHN H., who is manager of the Swift plant in Scott's Bluff, Neb., and two daughters.

WILLIAM N. REINDERS, 56, who was in charge of the hotel and restaurant department of The John Hilberg & Sons Co., Cincinnati, died of a heart attack January 20. He formerly was president of William Reinders Co., which was merged with the Hilberg concern several years ago.

ARTHUR A. FRANK, 81, founder of Frank Food Co., San Francisco, died recently. He established the firm, now a meat canning company, in 1916.



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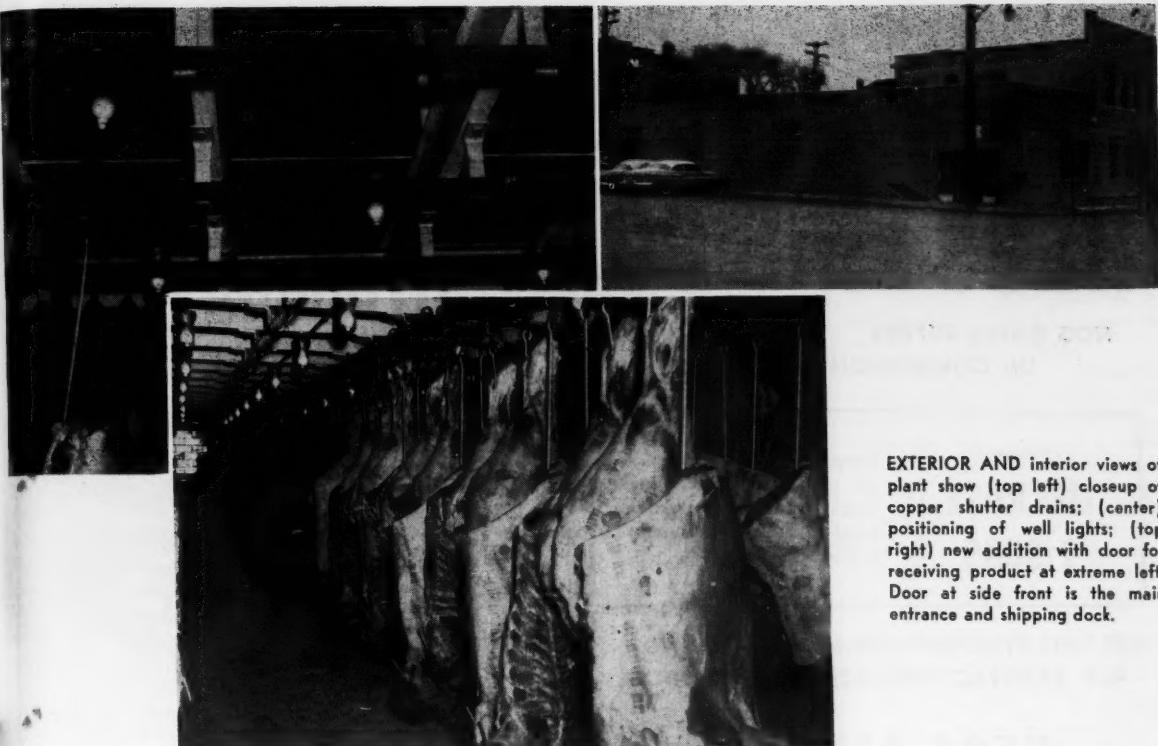
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EXTERIOR AND interior views of plant show (top left) closeup of copper shutter drains; (center) positioning of well lights; (top right) new addition with door for receiving product at extreme left. Door at side front is the main entrance and shipping dock.

## Carcasses Get DeLuxe Cooler Stay

**F**ROM peddler truck owner to proprietor of a modern meat plant with a 300-head beef cooler is the rapid success story of Markus Rohtbart, president and owner of Markus Packing Co., Detroit, who came to the United States only five years ago. The new plant, located in Detroit's eastern market area, is the fourth building the firm has occupied in its rapid growth. Markus merchandises beef quarters, fabricated primal cuts and beef trimmings.

The plant possesses the latest refrigerating equipment. The main 50 ft. x 100 ft. sales and holding cooler is equipped with fin coils that cover the greater part of the ceiling area. This extensive refrigeration transfer area permits the company to operate with a very low temperature split which holds shrinkage to a minimum. Units are controlled automatically to maintain a cooler temperature of 36° F. and they are self defrosting during the off cycle. This feature helps to maintain a relatively high humidity in the cooler. Underneath each bank of coils is a shutter-type drainage collector made from copper to prevent rusting. The shutters (see photo top left) were selected for two reasons: 1) They do not impede upward



MARKUS ROHTBART, owner, directs buying and selling operation of beef carcasses.

flow of air to the coils, and 2) They provide a better evaporator surface for the defrost water.

All refrigeration coils are located well above the overhead rails to provide good circulation.

Overhead rails are supported by steel beaming that is anchored to steel pillars incorporated within the wall area. The steel beams also support the refrigeration coils.

In acquiring its present plant the firm extended the building and built

a receiving section at the rear. The front was modified to house the shipping and general office areas. The adjacent structure, which is connected by a cooler door, contains the fabricating and boning department. All outgoing meats must leave the plant past the front office where some member of the management staff is on duty during business hours.

Overhead rails and packinghouse equipment were supplied by Cincinnati Butchers' Supply Co.



IDA ROHTBART handles bookkeeping and general office duties for company.

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## **Operations**

## **Repair Records are Basis for PM Program**

**A**PPLICATION of good record keeping in a preventive maintenance program at the C. A. Durr Packing Co., Inc., of Utica, N.Y., has resulted in better equipment maintenance procedures. It has also played an essential part in an effective injury reduction program.

"We spend a great deal of time in analyzing and recording the cost of keeping our equipment and departments in good running order," says Howard Cutter, safety program director. "For example, each piece of machinery that is brought into our plant is recorded on a file card. The card, with all data necessary for future reference, is numbered and filed alphabetically according to the department in which the equipment is put into operation. Any work that must be done by our maintenance personnel or outside engineers is recorded on this card."

This system, Cutter points out, enables management to tell quickly at any time whether maintenance and repair costs are excessive, whether the machine should be replaced or new parts installed for better operation. It is possible also to evolve better maintenance procedures with this close check on the company's equipment.

All maintenance work is done with a work order which is brought to the chief engineer's office by the department head where the breakdown has occurred. The chief engineer schedules work as soon as possible. However, in a production emergency, the maintenance man repairs the work immediately. But before the man leaves the emergency job, he gets a work order indicating the time spent on the job and the materials used in the repair. Thus the company has a record of each job that is done.

With the initiation of the work order, the need for a repair tag developed. Prior to the repair tag all work on movable equipment was scheduled through the chief engineer's office. This made it necessary for the department foreman to make out the order and take it to the chief engineer's office. Then the chief engineer had to call the repairman and tell him what had to be done. The repairman then had to return to the

shop to do the work. To eliminate the time-consuming trips by the foreman and maintenance personnel and yet give management accurate and complete control, the red repair tag came into being. Now, all the foreman has to do is fill out the tag. He knows that the broken equipment will be sent to the maintenance shop, fixed and returned to the production line as soon as possible.

Similarly, the maintenance man knows that the red repair tag means that equipment must be repaired as soon as possible.

soon as possible and put back in production. It is his responsibility to get the necessary repair parts to fix the unit and see that equipment is returned to its proper place.

After the equipment is repaired, the maintenance man attaches the withdrawal slip for the equipment to the repair tag, fills it in and returns it to the chief engineer's office. From here the data as to costs and repairs are placed on the cardex file of equipment for ready reference.

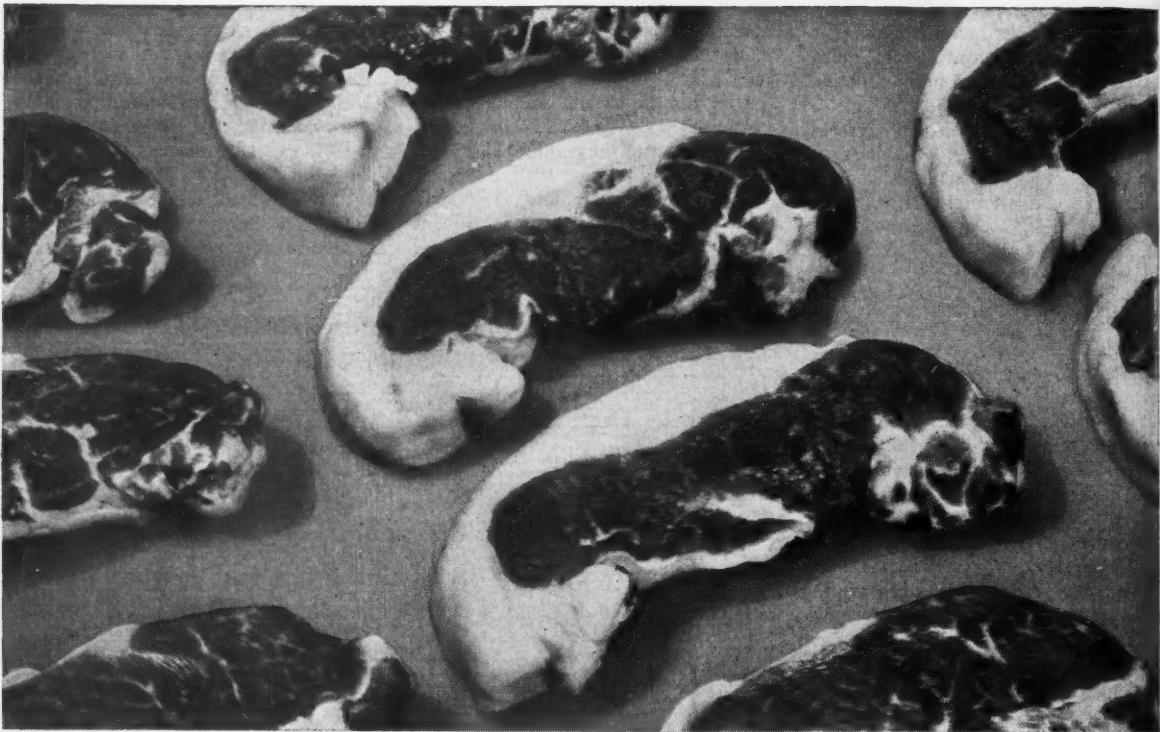
Information requested on the re-

**SAMPLE OF** machine records kept on equipment show (top) master card filled out at time of purchase of each piece of equipment and (bottom) electrical motor repair record.

WESTINGHOUSE ELECTRIC CORPORATION

**HURON'S  
MEAT  
TENDERIZER**

# **AGE-IT**



## **MAKES STEAKS MOVE!**

**Makes frozen portion steaks uniformly tender—  
steady repeat sellers!**

When you fill every order with frozen portion steaks of uniform eating quality—watch your repeat sales shoot up! Age-It\*—Huron's completely different meat tenderizer—gives you high-profit steaks even from beef formerly salable only as hamburger or sausage meat. Using only about two pennies' worth of Age-It per pound of meat, you can produce tender, tasty frozen portion steaks from commercial, utility, even high-cutter beef!

Three quick, easy steps: Dip, drain and freeze. Results make the man who eats them—and the man who sells them—call for more.

Age-It is approved under M. I. B. Memorandum No. 226. If you would like to boost your beef profits the way many other packers have done with our help—contact your nearest Huron sales office. Ask for an Age-It demonstration in your plant and Huron's free technical assistance.

\*Trademark of The Huron Milling Company



**AGE-IT • MSG • HVP**

American Pioneers in Protein Derivatives

**THE HURON MILLING COMPANY**

**HERCULES POWDER COMPANY**

verse side of the red repair tag is as follows:

Date ..... Department .....  
Type of Equipment ..... What is faulty with equipment .....  
Fixed by ..... Date ..... Time required ..... hrs.  
Placed back in production ..... Checked by .....

Maintenance office

Adoption of this red repair tag has accomplished three objectives.

1. Foremen are more alert at looking for broken equipment and strive to get it repaired quickly.

2. Maintenance personnel is able to get the machinery back into production quicker and fix machinery between jobs that call them out of the

#### String Loosening Device

An easy way of removing strings from linked wieners is demonstrated in the photograph by Milton Polehna, who built the device at the Polehna Sausage Factory, Cedar Rapids, Ia.

Construction consists of a cam with a concentric outer bearing which revolves at the end of a motor shaft to cause vertical movement of a short arm at the rate of 1,700 times a min-



ute. On the end of the arm opposite to the cams is an adapted eye made with a concave roller across the bottom. Other rollers are suitably fastened on both sides of the vibrating eye to hold and guide the links. Strings are loosened as fast as the links can be fed over the rollers. Power is supplied by a 1/4-hp., single phase, 110-volt motor.

The Polehna plant specializes in the manufacture of Czechoslovakian sausage products. Distribution is through a retail market at the plant and by five refrigerated trucks which deliver over a 125-mile radius.

shop. They can schedule themselves to work without directives from the chief engineer.

3. All employees are more conscious of the fact that, no matter how slight the damage or wear on a piece of equipment, it is better to get it fixed at once than to wait until it breaks apart completely.

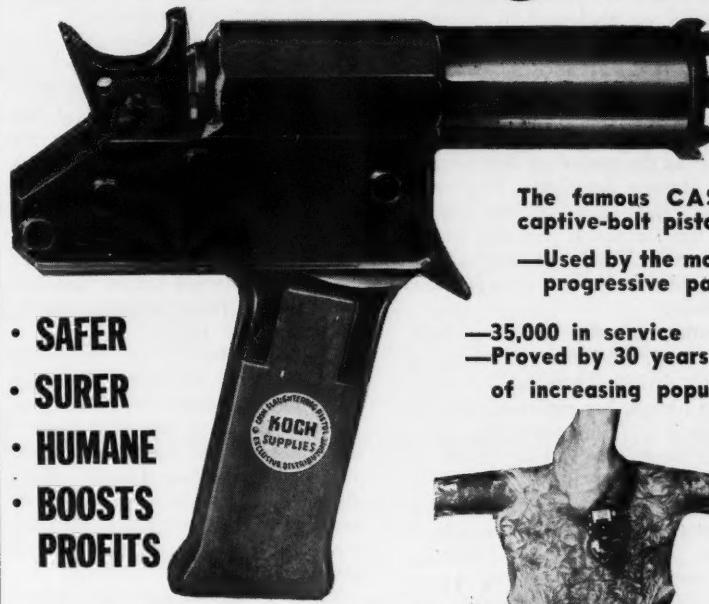
Cutter reports the company believes that it has accomplished two things in this last item. He says, "We get the help of employees in working toward preventive maintenance by sending us equipment before it is too worn beyond repair. Second, it helps our safety program. We all know that worn equipment is dangerous

equipment. The quicker we can get it fixed, the safer our plant will be.

Durr has seven mechanics working in the maintenance department and they, as well as all plant employees, accept this program wholeheartedly. Cutter says they know that it is to their benefit to work with equipment in good condition. Productionwise, management feels that the plant is run almost at capacity by keeping equipment functioning smoothly at all times.

Management also believes the program is saving it both time and money but points out that the advantages of such an operation cannot be measured only in dollars and cents.

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- HUMANE
- BOOSTS PROFITS

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The Koch "Cash-X" pistol is simple to use, light weight. Easy for any operator to get sure results, every time. Operator doesn't tire or become inaccurate. Bolt, driven by special blank cartridge, is stopped at just the right point by compressed air and returned to starting position. No recoil, no misses. One shot does it!

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# Packaging Film Needs Vary For Frozen and Fresh Meat

Clarence K. Weisman,  
Development Research,  
Armour and Company,  
Discusses Requirements

**P**ROTECTION against moisture loss is essential in packaging frozen meats, inasmuch as excessive product desiccation takes place in low temperature storage. Because of their low relative humidities, low temperature storage rooms permit excessive moisture losses from frozen meats which are either inadequately packaged or packaged in materials having a high moisture vapor transmission rate. Product dehydration, known as freezer burn, is at first confined to the surface of the frozen product, but progressively penetrates deeper as the period of low temperature storage lengthens. Freezer burned meat is not of top quality since the surface is dry and pitted, the flavor is bland and tasteless, the color is bleached and texture is coarse or stringy.

Pointing up the foregoing facts, Clarence K. Weisman, development research division, Armour and Company, Chicago, has explained what to look for in choosing packaging material to meet the varying needs of frozen and fresh meats.

Suitable packaging material must prevent the passage of moisture from product to atmosphere. Materials with low rates of moisture vapor transmission must be selected. The packaging material also must have some degree of flexibility to provide close adherence of the wrapper to the fabricated cut. If the material will not permit a close wrap, air pockets will result and the air entrapped within these pockets will cause dehydration and frost accumulation resulting in freezer burn in these areas. Likewise, these air pockets may result in oxidation which causes rancidity and surface discoloration. For the same reason, the wrap should be non-porous to prevent the transfer of air to the meat surface.

The wrapping material should not be hygroscopic, or water-wettable as these papers take on water when exposed briefly to temperatures above freezing. Wetted material loses strength and tears easily in handling.

Durability is another functional

property desired in frozen meat wrapping material. The material must have sufficient wet strength to resist piercing by the bone of the moist fresh meat upon wrapping.

The material must have dimensional stability under varying atmospheric humidities. If it is a laminate, the lamination should hold during freezing, storage and distribution.

Wax used to coat frozen meat wrapping papers must not become brittle at temperatures ranging from 0° F. to -50° F., or become soft at temperatures up to 100° F. The wax should not stick to the product or separate upon unwrapping. It also should be non-toxic, free of objectionable odor, lack odor absorbing properties and be free from blocking. It must prevent lacquer and similar coatings from adhering to the surface of the product.

Besides protecting the fat of the meat cut from rancidity, the wrapping material must be greaseproof.

Some packaging materials improve the appearance of the surface of the product by providing it with a glossy sheen. The same frozen meat, when wrapped with other types of material, may possess a dull and unattractive appearance, Weisman observed.

Table 1 summarizes the desired characteristics in wraps for frozen meats as recommended by Weisman.

TABLE 1: PERFORMANCE REQUIREMENTS FOR FROZEN MEAT WRAPPERS

Economical . . . Low moisture-vapor permeability . . . Flexibility at freezer temperatures . . . Grease-proofness . . . High wet strength . . . Low gas-transmission rate . . . Non-toxic . . . Odorless and tasteless . . . Easy handling and application . . . Adaptability to standard handling methods . . . Easy stripability.

Polyethylene laminated to bleached kraft is a wrapping material which meets all requirements, he stated. The material enhances the appearance of the product by providing a smooth

glossy surface upon removal of the wrapper prior to kitchen preparation. Polyethylene types of packaging material provide optimum protection in low temperatures as they do not shatter at low temperatures.

There are many types and grades of waxed papers, silicone-treated papers, and an endless array of laminated-combination wrappers for commercial use. Recently, much interest has been shown in the use of aluminum foil having a plastic lamination or coating on the inner side applied to meat surface. More extensive usage of this material is contingent upon marked reductions in material costs, Weisman observed.

Cry-O-Rap pouches possess certain advantages for specific applications with the added advantage that they can be heat-shrunk to fit skin-tight around irregular cuts.

While dip-freezing was among the first protective techniques used in connection with frozen meats, it is being replaced by wraps, bags, etc.

Although the dip coating of meat with molten thermoplastic waxes has met with a reasonable degree of success, Weisman comments that the method still inhibits visibility, and lacks resistance to low temperatures and rough handling, and stripability prior to kitchen preparation.

Table 2 lists some of the commercially available freezer wrapping materials recommended by him.

TABLE 2: FROZEN MEAT WRAPPING MATERIALS

Vinyl coated papers . . . Vinylidene-coated papers . . . Polyethylene-paper laminations . . . Polyethylene-coated papers . . . Polyethylene foil laminations . . . Polyethylene tubing bags, or pouches . . . Freezer type cello . . . Cellophane-foil laminations . . . Cellophane-paper laminations . . . Plastic coated papers . . . Silicone treated papers . . . Cry-O-Rap bags or pouches . . . Wax-coated papers . . . Pliofilm-paper laminations . . . Dip coatings (thermoplastic waxes) . . . Aluminum foil (plain).

Weisman then reviewed some of the factors in the wrapping of fresh fabricated meat. Good refrigeration is essential for proper packaging of fresh meat because it retards bacterial growth, and aids in the retention of color and bloom for the maximum time. Cutting and wrapping should be performed as close to shipping time as possible. A good wrapper will keep the flavor in the product and keep foreign odors out of the package.

While all packaged fresh meat is likely to drip, this is particularly true of boneless roasts. It is imperative that the wrapper have sufficient wet strength so that it does not disintegrate from the moisture absorbed. If this occurs, the meat is exposed to possible contamination, discoloration and dehydration.

The accumulation of moisture on the surface of the fresh meat should be prevented as this condition is very favorable for bacterial growth. However, too great a moisture loss results in dehydration, loss in yield, discoloration and impairment of juiciness in the prepared product.

Fresh meat wrap should permit contour wrapping to eliminate bridged areas which are always vulnerable to rupture.

Table 3 lists the requirements for fresh meat wrapping materials.

#### TABLE 3: PERFORMANCE REQUIREMENTS FOR FRESH MEAT WRAPPERS

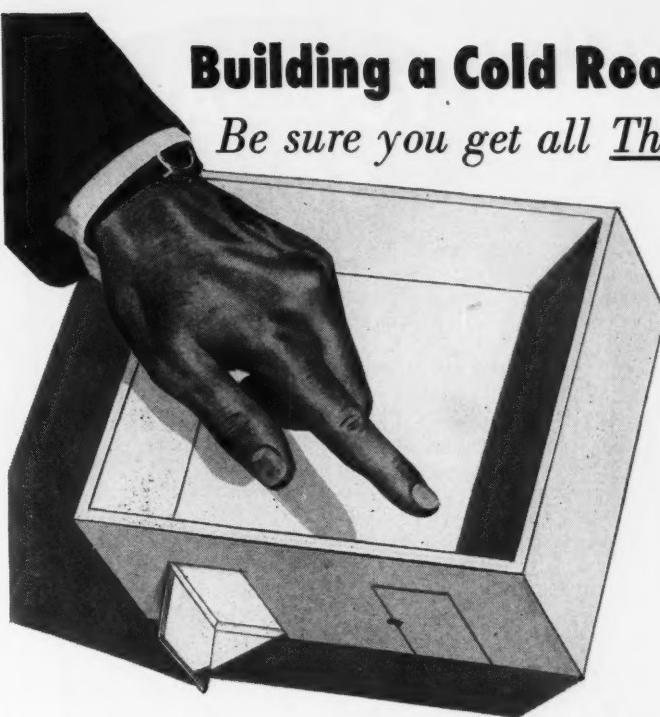
Semi-moistureproof . . . High wet strength . . . Flexibility and creasability . . . Greaseproof . . . Non-toxic . . . Low gas transmission . . . Good durability . . . Prevent discoloration . . . Economy . . . Appearance.

Market paper produced by some of the large manufacturers is specifically designed for use on fresh meat. Resistance to blood and moisture are of utmost importance in a fresh meat wrap. The wrap also should help to maintain color and bloom for the maximum time. Proper types of market papers not only prevent blackening of cut meat, but, where blackening has occurred, will sometimes restore both color and bloom when meat is interleaved, even after excessive exposure.

Market paper not only appears in the well-known peach color and customary white, but also in a pastel green shade. The new shade is utilized to enhance the appearance of meat since red appears redder against its opposite color, green.

Kraft crinkled paper has proved very useful in the protection of larger cuts of beef, such as rounds. This

## Building a Cold Room? Be sure you get all Three



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No fillers—no binders—low "K" factor—easy to install—strong—lightweight—flexible. Bonds readily—works as easily as lumber.

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Our engineers are trained insulation experts—available to consult, design and specify complete installations of insulation for practically every job condition and to your specifications.

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Our skilled erection crews, located at each of our branch offices can handle your complete installation. Avoid delays and improper applications of insulation by using United's experienced design and installation service.

United Cork Companies' have 50 years of experience and leadership in serving the requirements of the refrigeration industry with a quality product. If you have a low temperature insulation problem, use the coupon below for additional product information and installation data. Your United representative will be glad to advise you.



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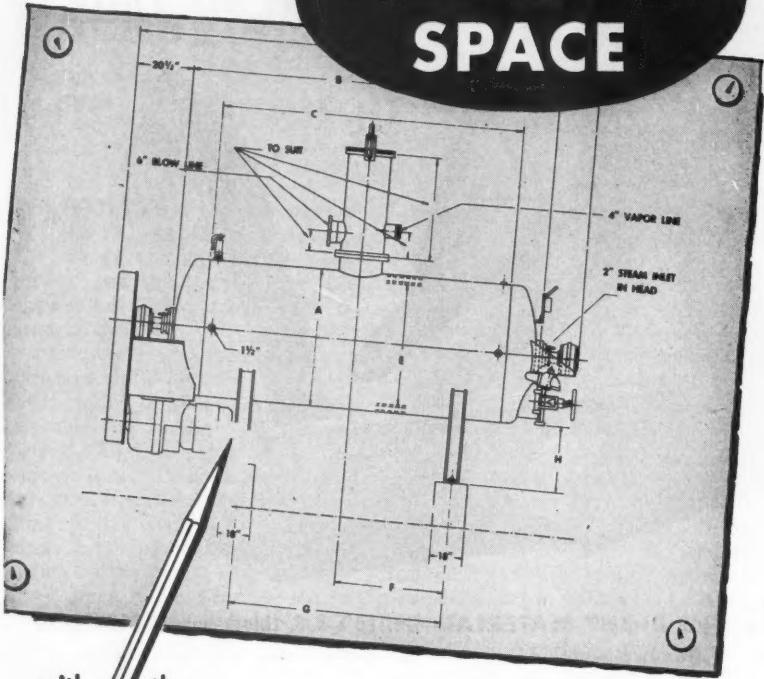
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# **DUPPS "SPACE SAVER" COOKER**

The new "Space Saver Drive" is designed to save you approximately twenty-five per cent of floor space in your rendering plant. You can now have 5 cookers that take up no more square footage than four with conventional drives. With building costs at an all time high it doesn't take an accountant to figure out the value of installing Dupps "Space Saver" Cookers when you build or remodel your plant. Write us; we'll be glad to tell you all about the "Space Saver".

**THE DUPPS COMPANY**



type of material is highly resistant to moisture. When the package is subject to heavy strain, the built-in crinkles open, thereby avoiding breakage or tearing.

Table 4 is a partial list of common types of wraps used for fresh meats.

The factors of board weight and bursting and wet strength should be

TABLE 4: FRESH MEAT WRAPPING MATERIALS

**WRAPPING MATERIALS**

Vegetable parchment . . .	Wet
strength paper . . .	Glassine . . .
Greaseproof papers . . .	Kraft . . .
Sulfite . . .	Waxed papers of many
types . . .	Wax-treated wet strength
. . .	. . . Waxed glassine . . . Laminated
	glassine . . . Laminated kraft . . .
	Wax treated crinkled kraft bags (all-
	way stretch) . . . Market papers.

considered along with cost in selecting shipping containers. The bursting strength requirements of Rule 41 of the Consolidated Freight Classification must be met in setting up specifications for shipping containers. The required bursting strengths are as follows: 125-lb. test for 20 lbs. of boxed product or less; 175-lb. for 40 lbs. or less; 200-lb. test for 65 lbs. or less, and 275-lb. test for 90 lbs. or less.

If corrugated containers are used, they should be sulphur-coated on the outside and hot wax dipped on the inside to provide the necessary wet strength. Fibreboard containers also should be hot wax dipped.

The manufacturers and converters of packaging materials are constantly striving to develop new and better packaging materials. Undoubtedly, new products will replace some materials now in use, Weisman said. The trend toward customized cuts and new products will replace some assumption of packaging materials by the meat industry. Packaging represents a sizable cost item in the meat field. To get the most from this expenditure, the packer should study packaging technology and put its techniques to use, for, as the slogan of a large cellophane manufacturer states, "a packaging decision can change the course of a business."

## **California Home Economics Show Is Set for April**

The sixth biennial convention and exhibition of the California Home Economics Association will be held April 13-15, 1957, at the Sheraton-Palace Hotel, San Francisco. Mrs. Edith Harwood, president of the state organization, has announced.

The exhibition will include the full range of foods, household appliances, equipment and supplies.



STANDING BESIDE a recently purchased delivery truck are, left to right, Bill Lester, Bud Voght, Tom Welch and Walt Transez of the Foremost Packing organization.

## Enthusiasm Sparks New Packing Firm

**T**O BE foremost in quality of meat products as well as in name is the determination of the four enthusiastic partners of the Foremost Packing Co., who, in March, 1956, took over and reorganized a small, old-established meat plant located only a few blocks from the center of East Moline, Ill.

Remodeling and installation of new equipment, while still in a transition stage, has, in less than a year, increased sausage production from 10,000 lbs. to 30,000 lbs. and hog slaughter from 125 to 500 animals a week. Present slaughter of 125 cattle and a few sheep will be expanded as sales efforts are intensified.

All officers of the company have had considerable previous experience in their respective fields and they share operational responsibilities and official duties. The positions of president and mechanical supervisor are filled by Thomas Welch; the vice-president and general manager is William Lester; the treasurer and livestock procurer is B. E. "Bud" Voght, while secretary Walter Transez also serves as sales manager.

Recently put into operation at a temporary location is a new bacon-slicing line including a Dohm & Nelke press, a U. S. slicer and a conveyor table with Exact Weight over-and-under scales. This equipment will soon be moved to a vacated room at the front of the plant, previously used as a retail market, where it will be arranged and operated as a model display unit visible from the street through large picture windows.

Other projects which have been recently put into operation are a new freeze tunnel and an accounting system that sends a weekly profit and loss statement to each department.

Plans of the company are to extend operations to produce a complete line of fresh and manufactured meats. Present backbone of the business, says Transez, is wiener in sheep casings which are manufactured in a volume equal to about one-half of the total sausage-producing capacity.

Advertising consists largely of numerous one-minute radio spot announcements and point-of-purchase publicity. Featured on printed ads is a trade-mark cartoon representing a smiling housewife neatly dressed in black with a small white apron, suggestive of a pleased and happy customer. A ham slogan states "Every slice is really nice." The AMI comic cartoon booklet, "The Story of Meat," is widely distributed by the firm and well received, management reports.

Deliveries are made over a 150-mile radius by nine refrigerated trucks which are maintained by company mechanics. Four of the trucks are used for direct retail selling.

## Humane Slaughter Bill Asks Compliance in Two Years

The so-called humane slaughter bill (HR-176) introduced by Rep. Martha W. Griffiths (D-Mich.) provides for an effective date two years after enactment, with the Secretary of Agriculture empowered to exempt any person from compliance for not more than five years after enactment.

The bill reads that no slaughterer shall "hoist, cut, scald, skin, bleed or slaughter any livestock unless such livestock has first been rendered insensible by mechanical, electrical, chemical or other means determined by the Secretary to be rapid, effective and humane."

The provisions would not apply to any individual slaughtering in accordance with the requirements of any religious faith.

A four-member advisory committee, appointed by the Secretary, would advise him concerning questions arising in the administration of the act. The committee would include one member chosen from slaughterers, one from a packinghouse union, a USDA representative and an officer of either the National Humane Society or the American Humane Association.

A bill reported out of the Senate committee on agriculture in the last Congress provided only for establishment of an advisory and research committee. Industry spokesmen emphasized at hearings that legislative compulsion is not the answer to many problems involved and that progress is being made through cooperation.

## FINANCIAL NOTES

Geo. A. Hormel & Co., Austin, Minn., has declared a dividend of 62½¢ on common stock and the regular quarterly dividend of \$1.50 on the Class A 6 per cent preferred, both payable February 15 to shareholders of record January 26. The company said the 62½¢ cash dividend shall not be paid on any fractional share interest resulting from the 10 per cent common stock dividend on common stock, which was due January 25.

## Pyle to Address Canners

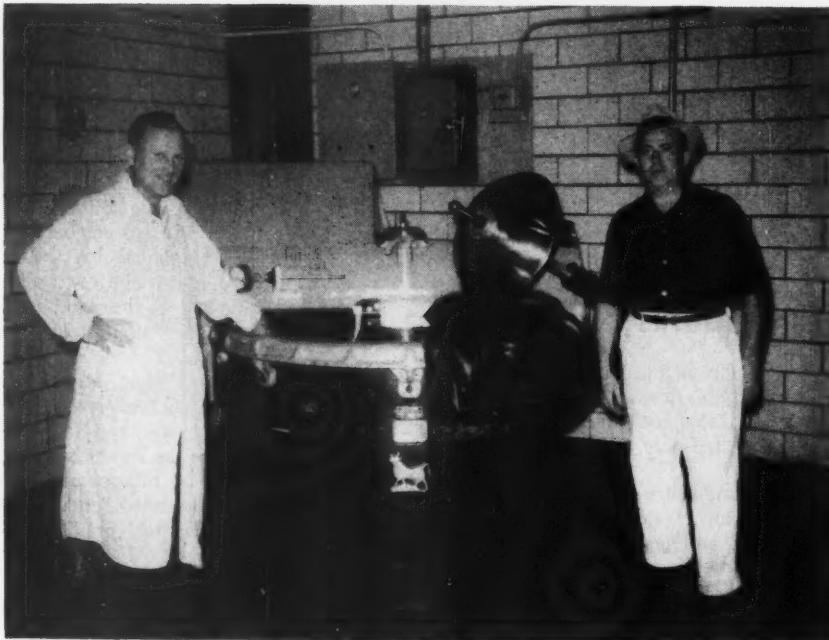
Howard Pyle, deputy assistant to President Eisenhower and former governor of Arizona, will be the keynote speaker at the 50th anniversary convention of the National Canners Association in Chicago. He will address the opening session of the four-day convention, which will begin on Saturday, February 6.

# BOSS

No. 537-A

## J CHOP·CUT

Sausage makers are obtaining perfect emulsions faster, at lower costs, with the  
"BOSS" J Chop·Cut



Mr. Joseph E. Linden, Manager, and Mr. Fred Freuk, Sausage Maker, of the Greenlee Sausage Company, Sioux Falls, South Dakota, find that the "BOSS" J Chop·Cut is producing perfect emulsions faster.

The finished emulsion is uniformly fine in texture and is so conditioned that it will absorb the maximum of moisture and other ingredients.

**RESULT:** a very profitable product of extremely high quality and tender, juicy texture.

### **What the J Chop·Cut will do for you—**

Cuts ground, whole chunk or sliced frozen meat.

Saves time.

Greater yield.

Increases production.

Helps create a product that sells.



CB-56-4

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO

# Meat Merchandising Parade

Pictorial and news review of recent developments in the field of merchandising meat and allied products.



**NEW PACKAGE** is being introduced this month for new sausage product of St. Louis Independent Packing Co., St. Louis. Hickory Hill pork sausage patties are packaged individually pre-formed and ready to fry, in cylindrical fiber can with metal ends. Featured are a drawstring for zip-opening; aluminum foil lining for neat removal of patties and flavor protection and replaceable cap for storage. Four-color label covering entire container was designed by firm's agency, Gardner Advertising Co., St. Louis, and is printed on Reynolds foil.



**BACON CARTON** with a western air has been designed for Greenfield brand "Old Corral" thick-sliced bacon of Hammond Standish & Co., Detroit, by Sutherland Paper Co., Kalamazoo, Mich. Red and white Greenfield banner rides high on brown rail fence, and pen of hogs helps carry out motif. Background color is yellow. Amber display window in top panel of 2-lb. carton allows product visibility and protects against fading. Folding type, paraffined carton is made of Stayn-Les board.



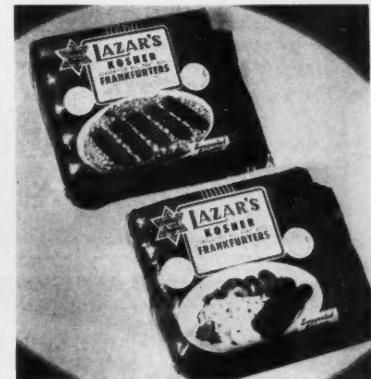
**FROZEN MEAT** carton with appetite appeal, quick brand identification and efficient product protection is now offered by Hopper Packing Co., Phoenix, Ariz. Designed by Marathon Corp., Menasha, Wis., waxed carton holds four steakettes. Completely enclosed, it provides increased color and handling protection of product. Large four-color pictorial gives appetizing view of ready-to-eat steakettes. Hopper trademark, a smiling "meat block chef", is on carton.



"IT'S THE BRAND for me," says chef on new foil overwraps adopted by Goren Packing Co., Inc., East Boston, Mass., for its complete line of Whirl Frozen meat specialties. Company reports many consumers agree and sales have been excellent. New overwraps, designed and supplied by Milprint, Inc., Milwaukee, have vivid tinted foil backgrounds to catch shopper's eye. Copy panels are set off with lace-like edges, giving air of old-time quality to family package line. Goren trademark is in gold and brown. Background colors are different for each product—green for beef steaks, scarlet for cubed beef steaks, deep red for peppered beef steaks and coral for chuck wagon breaded beef steaks.



**HAM POT PIE**, believed to be the first of this type on the market joined Armour and Company's line of prepackaged frozen pies recently. Initial distribution will cover five cities in Texas, Alabama and Tennessee. New product comes in an aluminum foil pan and is packaged in an 8-oz. carton with waxed overwrap. In addition to ham chunks, pie filling includes sauce containing green peppers, mushrooms, celery and red peppers. Armour Star ham pot pies are expected to retail in the 29c to 33c range. Wide consumer acceptance of beef and other types of pot pies has led the way for this product featuring ham. Four-color illustration on overwrap shows ingredients, adds to eye appeal. Armour Star logo and sunburst with imprint, "Flash Frozen", provide ready product identification.



**TWO INTERCHANGING** vignettes to increase appetite appeal are used on new rotogravure cellophane wrap adopted for frankfurters by Lazar Kosher Sausage Factory, Chicago. Package prominently displays six-pointed Jewish star, signifying that the meat is Kosher, above illustrations of either franks and beans or franks and potato salad. Franks are distributed to independent and chain stores in Chicago and suburbs. Milprint, Inc., Milwaukee, is the designer and supplier of the new Lazar package.

## Competition Never Greater, Swift Shareholders Told

"Vast changes have taken place in the food industry. More are on the way," Porter M. Jarvis, president of Swift & Company, Chicago, told shareholders at their annual meeting held late this week.

"Changing consumer demands call for a continuing parade of new and improved products," he pointed out. "It is reasonable to expect continued growth in more convenience foods, including more prepared or cooked frozen foods. Merchandising methods have gone through a revolutionary change. This trend will continue."

These changes, the Swift president declared, require major adjustments in the company's day-to-day operations with customers.

"Competition for the consumer's food dollar was never greater," Jarvis said in pointing up the need to broaden communications to consumers. Swift plans to meet growing sell-



P. M. JARVIS

ing problems, he revealed, call for broader use of television, radio, magazines and newspapers and closer coordination of all sales, advertising and merchandising efforts, synchronizing them with the operations of retail food dealers.

A store-wide promotion based on the theme, "The Way to Your Family's Heart," will open the program and will be backed by the strongest advertising and sales promotion in the company's history, he added.

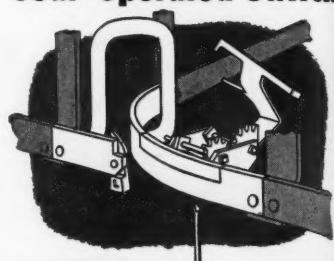
In his comments on last year's operations, Jarvis said that "a realistic appraisal of 1956 will indicate that we have made progress. There was encouraging improvement in several divisions of the business. Certain expenses which adversely affected 1956 earnings should not be recurring."

The new year has "progressed reasonably well," he reported, emphasizing, however, that it is unsafe to predict yearly earnings from interim periods in meat packing operations.

## Mass Marketing Is Theme

"Mass Marketing Through Wholesalers" will be the theme of the 51st annual convention of the National-American Wholesale Grocers' Association, to be held March 17-20 at the Hotel Sherman, Chicago.

## Le Fiell All-Steel Gear-Operated Switch



### For Trouble-Free Switching

Here's a rugged track switch you can really depend on. Won't break, needs no maintenance. Assures a smoothly operating track system—no more shutdowns, no more expensive time lost for annoying track breakdowns.

The safe gear-operated feature gives you positive control, as the switch is fully "closed" or fully "opened."

Easy to add to your present track system, the Le Fiell all-steel switch comes as completely assembled unit, including curve, ready to bolt in place. All joints are made at track hangers for accurate alignment with adjoining rail. Saves three-fourths installation time.

Available in all types for  $\frac{3}{8}$ " or  $\frac{1}{2}$ " x  $2\frac{1}{2}$ ",  $\frac{1}{2}$ " x 3" or 1-15/16" round rail.

Write:  
Le Fiell  
Company

LEFIELL

1471 Fairfax Ave., San Francisco, Calif.

AROMIX . . .

Oftentimes it is the highest quality sausage that lags behind in the race for sales . . . because of ineffective seasoning. More and more sausage makers are switching to AROMIX to rescue their lost sausage revenue. A good seasoning is the secret of fast-selling sausage!

to the rescue!

AROMIX CORPORATION  
1401-15 W. Hubbard St. • Chicago 22, Ill. • MONroe 6-0970-1

PORK • BEEF • LAMB • VEAL  
CANNED MEATS  
COMMERCIAL SHORTENINGS  
NATURAL CASINGS • DRY  
SAUSAGE • LARD FLAKES

THE RATH PACKING CO., WATERLOO, IOWA

Rath  
BLACK HAWK  
MEATS  
FROM THE LAND OF CORN

## Packed for Profit

THE FINEST

IMPORTED HAM  
FROM HOLLAND



also:

- Picnics
- Chopped Ham
- Canadian Style Bacon

Sole Selling Agent:

BERNARD BOWMAN CORP.  
122 EAST 42 ST., N. Y. C.  
Oxford 7-8550

## RECENT PATENTS

The data listed below are only a brief review of recent patents pertinent to the readers and subscribers of this publication.

Complete copies of these patents may be obtained by writing to the Editorial Department, The National Provisioner, and remitting 50c for each copy desired. For orders received from outside the United States the cost will be \$1.00 per copy.

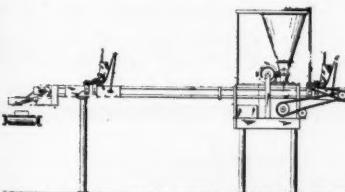
No. 2,753,107, BACON FOLDER, patented July 3, 1956 by William A. Ringler, Wayne, Pa., assignor to The Gardner Board and Carton Co.,



Middletown, Ohio, a corporation of the state of Ohio.

Provision is made to readily remove the end flaps from narrow end wall portions attached to the main or bottom panel formed from a generally rectangular blank.

No. 2,757,411, APPARATUS FOR FORMING AND SORTING MEAT PATTIES, patented August 7, 1956 by Howard M. Condon, Akron, Ohio, assignor to Grand Duchess Steaks,



Inc., Akron, Ohio, a corporation of the state of Ohio.

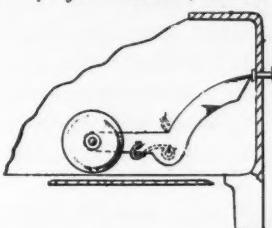
There are nine claims to this patent for forming a number of meat patties on a rotating forming plate having meat-receiving openings in progressive communication with an extrusion head which ejects them.

No. 2,759,829, STABILIZATION OF FATS AND OILS, patented August 21, 1956 by Karl F. Mattil, Chicago, and Rex J. Sims, La Grange, Ill., assignors to Swift & Company, Chicago, Ill., a corporation of the state of Illinois.

A method for inhibiting the discoloration producing tendencies of polyphenolic fat antioxidants in triglyceride shortenings is disclosed

which comprises dissolving a polyphenolic fat antioxidant of gallic acid or alkyl esters of gallic acid in an amount of at least 0.002% by weight of the shortening and an acidic stabilizer in an amount of at least 0.001% by weight of the shortening in a molten monoglyceride; and thereafter incorporating the solution thus formed into the shortening.

No. 2,769,289, SHARPENING DEVICE FOR FOOD SLICING MACHINES, patented November 6, 1956 by Jack Gilbert, Newburgh,



and Harry Preble, Jr., Cross River, N. Y., assignors to General Slicing Machine Co., Inc., Walden, N. Y., a corporation of New York.

The device utilizes the conventional spring of the food slicing machine which restores the knife to the normal non-use position as a means to secure the new device to the machine, to sharpen the knife.

No. 2,762,711, THAW INDICATOR, patented September 11, 1956 by George W. Zopf, Jr., Dayton, Ohio, assignor to Monsanto Chemical Company, St. Louis, Mo., a corporation of Delaware.

This indicator for packaged products comprises a clay-aromatic amine color body subject to change in color on contact with liquid  $H_2O$  but having its color unaffected by contact with ice and accessible to liquid  $H_2O$  on the occurrence of thawing.

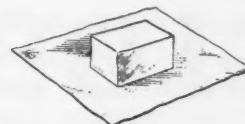
No. 2,773,637, BACON TRAY, patented December 11, 1956 by Reynolds Guyer, St. Paul, Minn., assignor to Waldorf Paper Products Company, St. Paul, Minn., a corporation of Minnesota.

The package is lined with cellophane or the like so that the wrapper forms a part of the original package and the resulting package need not be overwrapped.

No. 2,758,032, ANTIOXIDANT WRAPPER FOR FOODS, patented August 7, 1956 by Joseph C. Pullman, Stamford, and Rotheus B. Porter, Jr., Darien, Conn., assignors to American

Cyanamid Company, New York, N. Y., a corporation of Maine.

A protective wrapper is disclosed



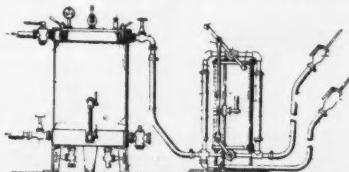
comprising rosin-sized paper carrying 0.01% to 1% by weight of a 2,2'-methylene bis-(4,6-dialkylphenol) antioxidant.

No. 2,772,980, PREPARATION OF ANIMAL BRAINS, patented December 4, 1956 by Jean N. Lesparre, Chicago, and Chester J. Filipowicz, Lockport, Ill., assignors to Armour and Company, Inc., a corporation of the state of Illinois.

The process comprises the steps of cleaning and conditioning the brains in sodium chloride and sodium citrate solutions and thereafter blanching the brains.

No. 2,766,679, INSTALLATION FOR PICKLING MEATS, patented October 16, 1956 by Wilhelm Unger of the city of Ansbach in Mittelfranken, Germany.

The apparatus is of the injection



needle associated with pump and volume of flow regulator type. There is a by-pass pipe for flow connected with one of the two nozzles of the apparatus, as illustrated.

No. 2,772,172, FILM FOR PACKAGING MEATS, patented November 27, 1956 by Clarence M. Carson, Cuyahoga Falls, Ohio, assignor by mesne assignments to The Goodyear Tire & Rubber Company, a corporation of Ohio.

This patent relates to the method of preserving the red color of freshly cut red meat due to the red blood therein while preventing formation of methemoglobin therein and comprises wrapping the meat in a single ply of transparent film between .0005 and .0012 inch thick, consisting essentially of 25 to 40 parts of ester plasticizer and 100 parts rubber hydrochloride which is coated on the surface adjacent the meat with a hydrophilic material to prevent fogging, which film has a water-proof transfer rate between ten and twenty five grams, and an oxygen-diffusion rate of at least substantially 200 cubic centimeters, according to the patent.

# GLOBE-WRAP...

HIGH SPEED...LOW COST

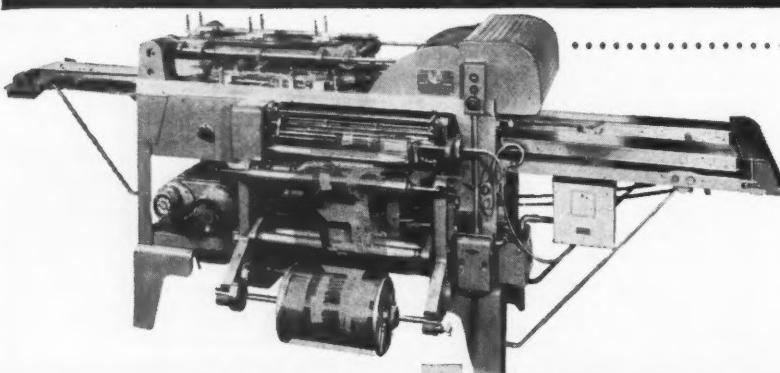
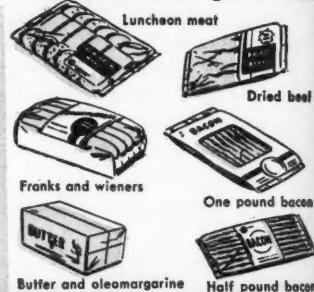
## Wrapping Machines

No other wrapping machine can equal the Globe-Wrap for economy of operation for such items as bacon, franks, luncheon meats, butter, oleomargarine and other meat products at higher capacities . . . and do it year after year with a minimum of maintenance. Fully adjustable, with faster change overs, the Globe-Wrap will handle heat sealing cellophane, waxed paper, aluminum foil, glassine and other heat sealing materials.

If you are now hand wrapping any of these products, look into the savings and improvements in package attractiveness you can get with one of the new Globe-Wrap machines. They are designed and built for your specific needs. Write for full details now.



Especially designed for bacon and other meat products.



### Model GSUB

Fully automatic. Easily wraps 60 packages per minute. Can be equipped with photo-electric registration controls for printed wrappers. Basically designed for underfold wraps up to 1" high and 8" width, also overwrapping and heat sealing. Package sizes from 4½" to 8" in width and from 9" to 12" in length.

### Model EZA.....

Fully adjustable—semi-automatic—wraps up to 20 packages per minute—simple and compact in design, with 5 minute change-over to different size wrap. Investigate the Globe-Wrap system today.



**THE GLOBE COMPANY**

4000 S. PRINCETON AVE., CHICAGO 9, ILLINOIS

Representatives for Europe, Iran and Israel: Sefelaar & Looyen, 90 Waldeck Pyrmontkade, The Hague, Netherlands  
Representatives for South America: C. E. Halaby & Co. Ltd., 166 East 66th St., New York 1, N.Y., U.S.A.

# ALL MEAT... output, exports, imports, stocks

## Meat Output Off; 8% Below Last Year

Production of meat under federal inspection settled back in the week ended January 19 after the previous week's sharp rise which followed the holiday curtailment in marketing and slaughter operations. Volume of meat produced last week declined 5 per cent to 432,000,000 lbs. from 453,000,000 lbs. the previous week and was 8 per cent smaller than the 469,000,000 lbs. produced in the same week last year. Cattle slaughter fell off by about 10,000 head, while numbering about 3 per cent above that for the same 1956 period. Hog slaughter declined 4 per cent for the week and numbered 18 per cent smaller than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number M's	Production Mill. lbs.	(Excl. lard)	Production Mill. lbs.
Jan. 19, 1957	415	230.3	1,325	172.0
Jan. 12, 1957	425	233.8	1,375	186.2
Jan. 21, 1956	395	225.9	1,624	213.3

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mill. lbs.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
Jan. 19, 1957	130	15.1	305	14.6	432
Jan. 12, 1957	160	18.7	290	13.9	453
Jan. 21, 1956	132	15.3	304	14.7	469

1950-57 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-57 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

### AVERAGE WEIGHTS AND YIELD (LBS.)

Week Ended	CATTLE		HOGS		LARD PROD. Per cwt. Mill. lbs.
	Live	Dressed	Live	Dressed	
Jan. 19, 1957	1,005	555	236	130	—
Jan. 12, 1957	1,000	550	241	135	42.5*
Jan. 21, 1956	1,023	572	238	131	45.3*

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt. Mill. lbs.
	Live	Dressed	Live	Dressed	
Jan. 19, 1957	210	116	101	48	—
Jan. 12, 1957	215	117	100	48	15.1
Jan. 21, 1956	211	116	101	48	58.5

\*Estimated by the Provisioner

## Cattle On Feed January 1

### Number 4% Above Last Year

The number of cattle and calves on feed for market in the United States on January 1, 1957 was 4 per cent larger than the same date a year earlier, according to the Crop Reporting Board.

The number was estimated at 6,099,000 head compared with 5,880,000 a year earlier and the 1951-55 average of 5,280,000 head. In the north central states, the count was up 5 per cent from a year earlier. The 13 western states showed only a slight increase, 2,000 head.

Cattle and calves on feed in the Corn Belt at 4,425,000 head on January 1, this year compared with 4,216,000 a year earlier.

California, the leading feeding state in the West, showed an increase of 1 per cent over a year earlier.

Steers represented 55 per cent of the total compared with 57 per cent a year earlier. Heifers made up 21

per cent of the total each year. Calves accounted for 23 per cent this year and 21 per cent a year earlier. Cows and other cattle comprised 1 per cent of the total each year.

## Sheep, Lambs On Feed Jan. 1

### Number 5% Above Last Year

The U. S. Department of Agriculture estimated the number of sheep and lambs on feed for market as of January 1 at 4,468,000 head. This was 207,000 more than a year ago.

A substantial part of the increase was in the 11 corn belt states, where 2,424,000 sheep and lambs were on feed—10 per cent above a year ago.

The number on feed was up from last year in six of the 11 states—Indiana, Illinois, Minnesota, Iowa, Missouri and Nebraska. These increases ranged from 5 per cent in Missouri to 22 per cent in Iowa. Declines were recorded in Michigan, Wisconsin, and Kansas. Numbers were unchanged in Ohio and South Dakota.

## Permit Turkey to Finance Purchase of Beef Tallow

The U. S. Department of Agriculture has announced issuance of an authorization to Turkey to finance purchase of up to \$3,300,000 worth of inedible beef tallow from United States suppliers under Title I of Public Law 480.

Authorization No. 10-16, issued under an agreement signed in November, provides for purchase of about 14,600 metric tons of fancy, extra fancy, prime and special inedible beef tallow. Packaging is to be as specified in contracts between importers and suppliers.

The tallow exported must have been processed from animals produced in the continental U. S. The Commodity Credit Corporation has no stocks of tallow.

Sales contracts between suppliers and importers entered into on or after January 16, 1957, and on or before May 31, 1957, will be eligible for financing. Delivery will be to importer f.o.b. or f.a.s. vessel U. S. ports. Shipments from U. S. ports may be made on or after January 16, 1957, but not later than June 29, 1957.

## Extend Delivery Period On Beef For Spain To Feb. 28

The U. S. Department of Agriculture has announced extension of the delivery period specified in beef purchase authorization No. 17-22 issued to Spain on September 20 1956, under Title I of Public Law 480.

Terminal date of the delivery period has been extended to February 28, 1957. Other terms and conditions of the purchase authorization remain the same.

The authorization provided for purchase of \$2,000,000 worth of frozen carcass beef. Purchases under the permit have been completed.

## Meat Index In Sharp Rise

The higher market on meats raised that wholesale price index for the week ended January 15 by 2.2 per cent to 82.5, the Bureau of Labor Statistics reported. This was the sharpest change one way or the other since last fall and compared with the January 1956 index of 79.3. The average primary market price index rose 0.3 per cent to a new high of 116.6 and compared with the January 1956 index of 111.9.

# PROCESSED MEATS . . . SUPPLIES

## December Volume of Meats, Meat Foods Processed a Four-Week High of 1956

**PROCESSORS** turned out the year's largest volume of meats and meat food products for a four-week period, in December. Volume, however, fell short of that for the same period last year, while the year total was well above that for 1955.

Product handled in December totaled 1,426,055,000 lbs. as against 1,521,392,000 lbs. in December 1955.

Manufacturers of sausage handled 116,398,000 lbs. of product during the period which, although larger than the 114,304,000 lbs. handled in 1955,

was the smallest for four weeks during the year.

Volume of steaks, chops and roasts fell off to 56,345,000 lbs. from 58,020,000 lbs. last year. Reflecting the reduced hog slaughter of late 1956, volume of bacon sliced declined to 70,161,000 lbs. from 74,059,000 lbs. for the same four weeks of 1955.

Renderers turned out 175,025,000 lbs. of lard for about a 47,000,000-lb. decline from the 222,119,000 lbs. processed in the same 1955 period.

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—DECEMBER 2 THROUGH DECEMBER 29, 1956 COMPARED WITH CORRESPONDING PERIOD, DECEMBER 4 THROUGH DECEMBER 31, 1955					
	Dec. 2-29 1956	Dec. 4-31 1955	52 Weeks 1956	52 Weeks 1955	
Placed in cure—					
Beef	12,311,000	18,562,000	162,820,000	160,121,000	
Pork	274,610,000	311,279,000	3,627,329,000	3,632,724,000	
Other	84,000	144,000	1,338,000	2,159,000	
Smoked and/or dried—					
Beef	6,865,000	4,988,000	59,728,000	60,787,000	
Pork	204,896,000	233,194,000	2,615,015,000	2,579,715,000	
Cooked Meat—					
Beef	6,482,000	6,374,000	81,805,000	77,246,000	
Pork	28,728,000	29,553,000	312,601,000	323,246,000	
Other	225,000	309,000	3,416,000	4,815,000	
Sausage—					
French finished	20,722,000	21,423,000	239,582,000	230,789,000	
To be dried or semi-dried	10,241,000	9,934,000	142,623,000	135,848,000	
Frankns, wiener	42,412,000	40,827,000	652,491,000	609,089,000	
Other, smoked, or cooked	43,023,000	42,120,000	617,497,000	618,825,000	
Total sausage	116,398,000	114,304,000	1,682,194,000	1,694,561,000	
Loin, head cheese, chili, jelled products	14,192,000	14,522,000	205,684,000	206,578,000	
Steaks, chops, roasts	56,345,000	58,020,000	707,522,000	679,262,000	
Meat extract	157,000	34,000	1,813,000	1,874,000	
Sliced bacon	70,161,000	74,059,000	1,014,263,000	945,027,000	
Sliced, other	13,780,000	11,470,000	179,400,000	145,829,000	
Hamburger	24,158,000	11,600,000	223,589,000	156,650,000	
Miscellaneous meat product	7,530,000	5,695,000	80,715,000	64,259,000	
Lard, rendered	175,025,000	222,119,000	2,138,217,000	2,032,048,000	
Lard, refined	136,200,000	141,295,000	1,682,673,000	1,508,098,000	
Olio stock	6,479,000	8,045,000	95,795,000	113,660,000	
Eatable tallow	18,588,000	13,435,000	204,427,000	163,431,000	
Edible pork fat—					
Rendered		10,169,000		104,172,000	
Refined		6,139,000		74,061,000	
Compound containing animal fat	59,507,000	39,492,000	647,776,000	509,972,000	
Neogramma-line containing animal fat	5,821,000	3,003,000	73,466,000	40,070,000	
Canned product (for civilian use and Dent. of Defense)	186,718,000	188,656,000	2,239,048,000	2,037,218,000	
Total*	1,426,055,000	1,521,392,000	18,232,486,000	17,136,023,000	

\*This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

### DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog casings	44	@47
Pork sausage, bulk		
in 1-lb. roll	31	@41
Pork sausage, sheep casings		
1-lb. pike	55	@59
Frankfurters, sheep casing, 1-lb. pkgs.	55	@60
Frankns, skinless, 1-lb., 42	42	@46
Bologna (ring)	41	@45
Bologna, artificial casings	38	@42
Smoked liver, hog bungs	43½	@49
Smoked liver, hog casings	36½	@45
Polish sausage, smoked	40	@51
New Eng. lunch speck	61	@69
Olive loaf	45	@48½
Tongue and blood	41	@43%
Pepper loaf	56½	@65
Pickle & Pimento loaf	43	@47

### SEEDS AND HERBS

(l.c.l. prices)

	Ground	Whole for sausage
Caraway seed	26	31
Comino seed	31	36
Mustard seed:		
fancy	23	
yellow Amer.	17	
Oregano	34	
Coriander		
Morocco, No. 1	21	26
Majoram		
French	73	75
Sage, Dalmatian		
No. 1	58	66

### DRY SAUSAGE

(l.c.l. prices)

	Whole	Ground
Allspice prime	96	1.06
Resifted	1.04	1.18
Chili, Powder	..	52
Chili, Pepper	..	45
Cloves, Zanzibar	68	70
Ginger, Jam, unbl.	1.01	1.10
Mace, Fancy Banda	3.50	4.10
West Indies	..	3.90
East Indies	..	3.90
Mustard flour, fancy	..	37
No. 1	..	33
West India Nutmeg	..	3.03
Paprika, Spanish	..	88
Pepper, cayenne	..	54
Pepper, Pepper:		
Red, No. 1	..	54
White	48	52
Black	40	42

### SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Beef Casings:	
Rounds—	
Export, narrow,	1.15@1.35
Export, med., 35/38	1.00@1.10
Export, wide, 38/40	1.25@1.45
Export, wide, 40/44	1.35@1.60
Export, junior, 44/up	2.25@2.50
Domestic, regular	0.90@.90
Domestic, wide	0.90@1.10
No. 1 weanside,	
24 inch/up	12@ 16
No. 2 weas.	22 in./up
Middles:	
Export, narrow,	1.15@1.35
Export, med., 35/38	1.00@1.10
Export, wide, 38/40	1.25@1.45
Export, wide, 40/44	1.35@1.60
Export, junior, 44/up	2.25@2.50
Domestic, regular	0.90@.90
Domestic, wide	0.90@1.10
Sheep Casings (per bank):	
26/28 mm.	5.50@6.00
28/30 mm.	6.15@6.30
30/32 mm.	4.90@4.10
32/34 mm.	4.10@4.40
34/36 mm.	3.05@3.25
36/38 mm.	1.85@2.30
Sausage Casings (per bank):	
24/26 mm.	5.50@6.00
26/28 mm.	6.15@6.30
28/30 mm.	4.90@4.10
30/32 mm.	4.10@4.40
32/34 mm.	3.05@3.25
34/36 mm.	1.85@2.30
Sewing, 1½@2½ in.	1.40@1.65
Select, wide, 2@2½ in.	1.80@2.10
Extra select,	
2½@3½ in.	2.60@2.90
Bungs, exp. No. 1	30@ 34
Bungs, domestic	21@ 25
Dried or salt bladders,	
piece:	
8-10 in. wide, flat	11@ 13
10-12 in. wide, flat	12@ 14
12-15 in. wide, flat	18@ 20
Pork Castings:	
Extra narrow, 29 mm.	
and down	4.00@4.50
Narrow,	
20@32 bb.	4.10@4.50
Medium,	
32@35 mm.	2.50@2.75
Spec. medium,	
35@38 mm.	2.15@2.25

THE NATIONAL PROVISIONER, JANUARY 26, 1957



# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service  
CASH PRICES

(Carlot basis, Chicago price zone, January 23, 1957)

SKINNED HAMS		BELLIES	
Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
43	10/12	43	33½n
43	12/14	43	33½n
42½	14/16	42½	33½
41	16/18	41	33
41n	18/20	41n	28½
41n	20/22	41n	27½
42½n	22/24	42½n	26½n
42½n	24/26	42½n	26½n
42½n	25/30	42½n	26½n
39	25/up, 28 in	39	20½n
Ham quotations based on product conforming to Board of Trade definition regarding new trim.		20½n	18/20
		20½n	20/25
		20½n	25/30
		18½	30/35
		18	10½
		18	37/40
		17½b	18½
		40/50	
PICNICS		D. S. Clear	
Fresh or F.F.A.	Frozen	FRESH PORK CUTS	
25	4/6	25	Job Lot
23	6/8	23	Car Lot
23	8/10	22½n	43 @ 44 Loins, 12/dn. 42 @ 42½
23	10/12	22½n	42 Loins, 12/16. 40
22½@23n	12/14	22½n	38½ @ 38 Loins, 16/20. 36½n
22½@23n	8/up, 28 in	22½n	36½ Loins, 20/up. 36½n
			36 Butts, 4/8. 34b
			33½ @ 34½ Butts, 8/12. 32
			33½ @ 34½ Butts, 8/up. 32
			37½ @ 39 Ribs, 3/dn. 36½
			27 @ 29 Ribs, 3/5. 26½
			19 Ribs, 5/up. 19
OTHER CELLAR CUTS		CURED	
Fresh or Frozen	Cured	Fresh or Frozen	Cured
11½n	6/8	12½n	15 @ 44 Square Jowls, unq.
12n	8/10	12½n	13 Jowl Butts, Loose. 12n
13n	10/12	14½ @ 15½	12½n Jowl Butts, Boxed, unq.
14½n	12/14	15½ @ 17	
15½n	14/16	16½ @ 17	
15½n	16/18	16½ @ 17½	
15½n	18/20	16½ @ 17½	
15½n	20/25	16½ @ 17½	
n—nominal, b—bid, a—asked.			

## LARD FUTURES PRICES

NOTE: Add ½¢ to all price quotations ending in 2 or 7.

FRIDAY, JAN. 18, 1957

	Open	High	Low	Close
Mar. 15.65	15.90	15.62	15.85	
May 15.85	16.12	15.82	16.05	
July 15.80	16.10	15.80	16.07	
Sep. 15.87	15.95	15.85	15.95b	
Sales: 10,080,000 lbs.				
Open interest at close Thurs., Jan. 17th: Jan. 125, Mar. 645, May 698, July 224, and Sept. seven lots.				

MONDAY, JAN. 21, 1957

	Open	High	Low	Close
Mar. 15.80	15.82	15.25	15.30b	
May 16.05	16.05	15.52	15.57	-55
July 16.05	16.05	15.50	15.60b	
Sep. 15.60	15.62	15.55	15.60	
Sales: 17,240,000 lbs.				
Open interest at close Fri., Jan. 18: Jan. 41, Mar. 682, May 711, July 221, and Sept. ten lots.				

TUESDAY, JAN. 22, 1957

	Open	High	Low	Close
Mar. 15.30	15.45	15.15	15.30	
May 15.55	15.67	15.37	15.50b	-60
July 15.55	15.70	15.42	15.70	-65
Sep. 15.65	15.65	15.50	15.52b	
Sales: 13,280,000 lbs.				
Open interest at close Mon., Jan. 21: Jan. 29, Mar. 683, May 703, July 238, and Sept. 11 lots.				

WEDNESDAY, JAN. 23, 1957

	Open	High	Low	Close
Mar. 15.35	15.50	15.30	15.45	
May 15.45	15.62	15.45	15.55a	
July 15.55	15.70	15.47	15.60a	-50
Sep. 15.50	15.65	15.50	15.60b	
Sales: 7,880,000 lbs.				
Open interest at close Tues., Jan. 22: Jan. 27, Mar. 652, May 683, July 233 and Sept. 11 lots.				

THURSDAY, JAN. 24, 1957

	Open	High	Low	Close
Mar. 15.40	15.57	15.35	15.35	
May 15.52	15.70	15.40	15.40b	-47
July 15.55	15.70	15.40	15.40	-45
Sep. 15.52	15.72	15.37	15.37b	
Oct. ...	... ...	15.40a		
Sales: 11,000,000 lbs.				
Open interest at close Wed., Jan. 23: Jan. 23, Mar. 660, May 683, July 241 and Sept. 19 and Oct. two lots.				

## CHGO. FRESH PORK AND PORK PRODUCTS

Jan. 22, 1957

Hams, skinned, 10/12...	44
Hams, skinned, 12/14...	44
Hams, skinned, 14/16... 42½ @ 43	
Picnics, 4/6 lbs., loose...	26
Picnics, 6/8 lbs. ....	24
Pork loins, boneless.... 62 @ 64	
Shoulders, 16/dn., loose...	30
(Job lots)	
Pork livers ..... 15	
Tenderloins, fresh, 10's. 72 @ 73	
Neck bones, bbls. .... 8 @ 8½	
Ears, 30's, bbls. .... 11½	
Feet, 20's, bbls. .... 6 @ 7	

## CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in job lots only)

Pork trim., guar. 40%	
lean, barrels ..... 19	
Pork trim., guar. 50%	
lean, barrels ..... 22	
Pork trim., 80% lean,	
barrels ..... 34 @ 34½	
Pork trim., 95% lean,	
barrels ..... 42	
Pork head meat ..... 21	
Pork cheek meat, trim., barrels ..... 28	

## PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$17.25
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	16.75
Kettle rendered 50-lb. tins, f.o.b. Chicago	17.75
Leaf, kettle rendered tierces, f.o.b. Chicago	18.25
Lard flakes ..... 20.00	
Neutral tierces, f.o.b. Chicago	19.00
Standard shortening, N. & S. (del.)	24.75
Hydro. shortening, N. & S. ....	25.25

n—nominal. a—asked. b—bid.

## HOG VALUES FALL BACK THIS WEEK

(Chicago costs, credits and realizations for first two days of week.)

Markdowns swept the lean pork market, while live hog costs rose sharply to wipe out last week's gains and bring about broad minus margins this week. Fat cuts and lard, ribs and trimmings were higher this week, but not enough to offset the decline in lean pork.

180-220 lbs.—	220-240 lbs.—	240-270 lbs.—
Value	Value	Value
per cwt.	per cwt.	per cwt.
cwt.	fin.	cwt.
alive	yield	alive
\$12.40	\$17.66	\$11.63
6.19	8.88	6.35
2.62	2.29	1.49
		.00
		1.47
		1.22
TOTAL COST	20.85	29.78
	20.43	20.59
	29.16	28.79
		19.93
		27.48
TOTAL VALUE	20.43	19.59
	27.38	25.46
Cutting margin	\$.42	\$.62
	\$1.00	\$1.41
		\$1.61
		\$2.22
MARGIN LAST WEEK	+.24	.33
		.01
		.91
		1.26

## PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles	San Francisco	No. Portland
Jan. 22	Jan. 22	Jan. 22
FRESH PORK (Carcass): (Packer style)	(Shipper style)	(Shipper style)
80-120 lbs., U.S. 1-3. None quoted	None quoted	None quoted
120-170 lbs., U.S. 1-3. \$32.00 @ \$33.00	None quoted	\$30.00 @ \$32.00

## FRESH PORK CUTS, No. 1:

LOINS:		
8-10 lbs. ....	48.00 @ \$1.00	\$50.00 @ \$1.00
10-12 lbs. ....	48.00 @ \$1.00	50.00 @ \$1.00
12-16 lbs. ....	48.00 @ \$1.00	50.00 @ \$1.00

PICNICS:	(Smoked)	(Smoked)
4-8 lbs. ....	32.00 @ \$36.00	34.00 @ \$36.00

HAMS, Skinned:		
12-16 lbs. ....	51.00 @ \$6.00	54.00 @ \$6.00
16-18 lbs. ....	50.00 @ \$5.50	54.00 @ \$5.50

BACON "Dry" Cure, No. 1:		
6-8 lbs. ....	47.00 @ \$5.00	50.00 @ \$5.00
8-10 lbs. ....	46.00 @ \$5.00	46.00 @ \$5.00
10-12 lbs. ....	45.00 @ \$5.00	42.00 @ \$4.00

LARD, Refined:		
1-lb. cartons ....	20.00 @ \$2.00	20.00 @ \$2.00
50-lb. cartons & cans. ....	18.50 @ \$1.50	20.00 @ \$2.00
Tierces ....	17.50 @ \$2.00	18.00 @ \$2.00

CITY	Box lots	
HAMS, skinned, 10/14. \$47.00 @ \$0.50		
Pork loins, 8/12. ....	47.00 @ \$1.00	
Pork loins, 12/16. ....	46.00 @ \$0.50	
Boston butts, 4/8. ....	38.00 @ \$1.00	
Regular picnics, 4/8. ....	28.00 @ \$1.00	
Spareribs, 3/down. ....	38.00 @ \$0.40	
Pork trim., regular. ....	27.00	
Pork trim., spec. 50%. ....	39.00	

WESTERN DRESSED		
PORK CUTS—U.S. No. 1-3. lb.		
Beg. loins, trimd. 8/12. ....	47.00 @ 49	
Beg. loins, trimd. 12/16. ....	45.60 @ 47	
Butts, Boston, 4/8. ....	38.00 @ 40	
Spareribs, 3/down. ....	38.00 @ 41	

LOCALLY DRESSED
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# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

Wednesday, Jan. 23, 1957

### BLOOD

Unground, per unit of ammonia	*6.25n
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### DIGESTER FEED TANKAGE MATERIAL

Wt. rendered, unground, loose:	
Low test	*6.25n
Med. test	*6.00n
High test	*6.00n

Liquid stick, tank cars..... \*2.00@2.25

### PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged	\$ 72.50@ \$ 75.00
50% meat, bone scraps, bulk	70.00@ 72.00
55% meat scraps, bagged	80.00
60% digester tankage, bagged	82.50@ 85.00
60% digester tankage, bulk	80.00@ 82.50
80% blood meal, bagged	120.00
Steam bone meal, bagged (Specially prepared)	85.00
60% steam bone meal, bagged	70.00@ 80.00

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia	*4.00@4.25
Hoof meal, per unit ammonia	5.00@5.25

### DRY RENDERED TANKAGE

Low test, per unit prot.	*1.25@1.30n
Med. test, per unit prot.	*1.20@1.25n
High test, per unit prot.	*1.15@1.20n

### GELATINE AND GLUE STOCKS

Calf trimmings, limed (glue)	Cwt. 1.25@1.35
Hide trims., green salted (glue)	7.00
Cattle jaws, scrapes and knuckles, (gelatine, glue), per ton.....	55.00@57.00
Pig skin scrapes (gelatine).....	6.50@ 7.00

### ANIMAL HAIR

Winter coil dried, per ton	*95.00@100.00
Summer coil dried, per ton	42.50@ 45.00
Cattle switches, per piece	3 1/4@5
Winter processed (Nov.-March)	
gray, lb.	18 1/2
Summer processed (April-Oct.)	
gray, lb.	12

\*Delivered, n—nominal.

## TALLOWS and GREASES

Wednesday, January 23, 1957

Fractional advances were registered on some materials for eastern destination. Choice white grease, all hog, sold at 8 1/2c, c.a.f. New York, late last week, with later offerings held 1/2c higher. Bleachable fancy tallow moved at 8c, same delivery point. Yellow grease was bid at 5 1/2c@6c, c.a.f. Chicago, product considered. Several tanks of edible tallow sold at 13 1/4c, c.a.f. Chicago. Special tallow was bid at 6 1/2c, c.a.f. Chicago.

On Friday of last week, additional tanks of choice white grease, all hog, sold at 8 1/2c, c.a.f. New York. Bleachable fancy tallow was offered at 8 1/2c@8 1/4c, c.a.f. East, with bids at 8c. A tank of B-white grease sold at 7 1/4c, c.a.f. New York. The edible tallow market was quiet, with some inquiry reported at 13 1/2c, c.a.f. nearby southern point, and at the same time product was available at 13 1/4c, c.a.f. Chicago. The selling point on the latter was considered unfavorable to the buyer, freight-wise. Edible

tallow was bid at 12 1/2c, f.o.b. River.

The market registered no material change on Monday of the new week in the Midwest. However, eastern users indicated lower quotations. Bleachable fancy tallow was bid at 7 1/2c@8c, c.a.f. East, but held fractionally higher. Special tallow sold at 7 1/2c, c.a.f. New York. Choice white grease, all hog, sold steady at 8 1/2c, c.a.f. East.

The soft undertone that was evident in the East moved to the Midwest. On Tuesday, in light trade, bleachable fancy tallow sold at 7 1/2c, c.a.f. Chicago, and at 7 1/4c@7 1/2c, c.a.f. East. Special tallow sold at 6 1/2c, c.a.f. Chicago. Yellow grease sold within the range of 5 1/2c@6c, also c.a.f. Chicago, and product considered. Choice white grease, all hog, was bid at 8 1/2c@8 1/4c, c.a.f. New York, and held at 8 1/2c. Edible tallow was still available at 12 1/2c, f.o.b. River points, and at 13 1/4c, c.a.f. Chicago. Original fancy tallow was bid at 8c, c.a.f. New York. Interest on edible tallow was apparent at 13c, Chicago basis.

At midweek, spread tallow re-

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# HIDES AND SKINS

portedly sold at 6%@6½c, c.a.f. Chicago. Bleachable fancy tallow was bid at 7½c, c.a.f. East, on all specifications. Some price talk was as low as 7¾c. Choice white grease, all hog, was bid at 8¼c, delivered East, and held at 8½c. Indications of 7½c, c.a.f. Chicago, were reported on bleachable fancy tallow. Traders talked 6%@6½c, Chicago, on prime tallow. Yellow grease reportedly traded at 5½@5¾c, c.a.f. Chicago. The same was bid at 6%@6½c, c.a.f. New York, depending on product. No material change took place on edible tallow.

**TALLOWS:** Wednesday's quotations: edible tallow, 12½c, f.o.b. River, and 13½c, Chicago basis; original fancy tallow, 7¾c; bleachable fancy tallow, 7¾c; prime tallow, 6%@6½c; special tallow, 6%@6½c; No. 1 tallow, 6@6½c; and No. 2 tallow, 5½@5¾c.

**GREASES:** Wednesday's quotations: choice white grease, not all hog, 7¾c; B-white grease, 6½c; yellow grease, 5½@5¾c; house grease, 5½c; and brown grease, 5@5¾c. Choice white grease, all hog, was held at 8½c, c.a.f. East.

## EASTERN BY-PRODUCTS

New York, Jan. 23, 1957

Dried blood was quoted Wednesday at \$4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$5.25 per unit of ammonia and dry rendered tankage was priced at \$1.10 per unit of protein.

## N.Y. COTTONSEED OIL FUTURES

FRIDAY, JAN. 18, 1957

	Open	High	Low	Close	Prev.
Mar.	16.85b	17.03	16.72	17.01	16.92
May	16.95	17.19	16.80	17.05	16.95
July	16.62	17.08	16.75	17.03	16.91b
Sept.	16.72b	16.90	16.62	16.87	16.74
Oct.	16.18b	16.36	16.05	16.30	16.24
Dec.	15.95b	16.19	15.97	16.19	16.00b
Jan.	16.00n	16.25	16.00	16.15b	16.00n
Mar.	16.10	16.25	16.10	16.15b	16.09
Sales:	609 lots.				

### MONDAY, JAN. 21, 1957

	Open	High	Low	Close	Prev.
Mar.	16.85b	17.06	16.75	16.75b	17.01
May	17.04	17.10	16.81	16.83	17.05
July	17.04	17.08	16.80	16.80	17.03
Sept.	16.80	16.90	16.65	16.70	16.87
Oct.	16.23b	16.15	16.10	16.14	16.36
Dec.	16.20	16.20	15.98	16.02	16.19
Jan.	16.00n	16.00	16.00	16.02n	16.00n
Mar.	16.10b	16.10	16.00	16.15b	16.05b
Sales:	278 lots.				

### TUESDAY, JAN. 22, 1957

	Open	High	Low	Close	Prev.
Mar.	16.75b	16.85	16.63	16.72	16.75b
May	16.85	16.92	16.66	16.77	16.88
July	16.80b	16.88	16.64	16.75	16.80
Sept.	16.75	16.75	16.57	16.64	16.70
Oct.	16.10b	16.23	16.12	16.15	16.14
Dec.	16.12	16.13	15.96	15.95b	16.02
Jan.	16.05n	16.05	15.95	16.02n	16.00n
Mar.	15.95b	15.97	15.94	15.97	15.95b
Sales:	404 lots.				

### WEDNESDAY, JAN. 23, 1957

	Open	High	Low	Close	Prev.
Mar.	16.69b	16.69	16.56	16.69	16.72
May	16.75	16.77	16.63	16.75	16.77
July	16.70b	16.73	16.62	16.71	16.75
Sept.	16.61b	16.65	16.50	16.58	16.64
Oct.	16.10b	16.13	16.07	16.13	16.15
Dec.	15.95b	15.97	15.94	15.97	15.95b
Jan.	15.93n	15.97	15.94	15.97n	15.95n
Mar.	15.95b	15.97	15.94	15.96b	16.00b
Sales:	245 lots.	n—nominal.	b—bid.		

Prices higher in packer hide market, with supplies generally light—Small packer stocks also low, with most buyer interest centered on lighter-weights—Calfskin and kipskin market about steady on light supply—Sheepskin market mostly steady with last week.

## CHICAGO

**PACKER HIDES:** Due to keen interest and a rather tight supply of light average weight hides, ½c advances were paid on major packer production. Northern light native cows brought 14½c, and River production sold at 15½c. Some light native steers brought 15½c, and ex-light native steers sold at 18c. On Tuesday of this week, trading got off to a good start with about 50,000 hides reported sold, indicating a good demand.

Tanners and dealers were actively in the market. The only selection that lost ground was branded cow hides. This selection last week sold for 9c lb. for Northerns, up ½c, but settled to 8½c on Tuesday. Other sales included heavy native steers at 10c, and heavy native cows at 10c. Light native cow hides, both Northern and Rivers, sold steady with previous sales. Butt-branded and heavy Texas steer hides brought 8½c, and Colorado steers sold at 8c. Active trading carried into Wednesday, with about another 50,000 hides selling at prices steady with Tuesday's close.

**SMALL PACKER AND COUNTRY HIDES:** Not very many small packer hides traded. Most interest was displayed in lighter average weights, with light supply available. Midwestern split weights averaging 50-52 lbs.

were offered at 12c, with bids reported at 11½c. Lighter average country hides also were in best demand, and the supply was also limited.

**CALFSKINS AND KIPSKINS:** Trading was narrow in both calf and kips, with some sales developed at steady prices. Some packers reported they had little to offer all week.

**SHEEPSKINS:** Several cars of shearlings sold, and Midwesterns brought 2.15@2.25 for No. 1's, with later offerings at 2.25@2.35. Extreme poor quality sold as low as 1.85.

## CHICAGO HIDE QUOTATIONS

### PACKER HIDES

	Week ended	Cor. Week
Jan. 23, 1957	1956	
Lgt. native steers .....	15½	14½n
Hvy. nat. steers .....	10	10%
Ex. lgt. nat. steers .....	18	.....
Butt-brand. steers .....	8½	9½
Colorado steers .....	8	9
Hvy. Texas steers .....	8½	9½n
Light Texas steers .....	11	.....
Ex. lgt. Texas steers .....	13n	14½n
Heavy native cows .....	10 @10½	10 @10½
Light nat. cows .....	14½ @15½	14 @14½
Branded cows .....	8½	10 @10½
Native bulls .....	8	10n
Branded bulls .....	7n	9n
Calfskins:		
Northerns, 10/15 .....	40 @45	50n
10 lbs./down .....	35	47½n
Kips, Nor., nat., 15/25 .....	27n	39n

### SMALL PACKER HIDES

STEERS AND COWS:	
60 lbs. and over .....	9½ @10
50 lbs. .....	11½ 11½ @12n

### SMALL PACKER SKINS

Calfskins, all wts.	.....	.....
.....	27 @28	38 @40n

### SHEEPSKINS

Packer shearlings:		
No. 1 .....	2.00 @2.30	2.75n
Dry Pelts .....	26 @27	26 @27
Horeskides, untrim. ....	9.00	8.00 @8.50n
Horeskides, trim. ....	8.00	.....

## N. Y. HIDE FUTURES

### FRIDAY, JAN. 18, 1957

	Open	High	Low	Close
Jan.	11.55b	11.43	11.42	11.41b-46
Apr.	11.35b	11.35	11.42b	11.42b-52
July	11.70b	11.90	11.90	11.90
Oct.	11.95b	12.15	12.15	12.15
Jan.	12.15b	.....	.....	12.30b-40n
Apr.	12.35b	12.65	12.65	12.25b-45a
Sales:	19 lots.			12.50b-65a

### MONDAY, JAN. 21, 1957

	Open	High	Low	Close
Jan.	10.70b	.....	.....	10.95b-11.15a
Apr.	11.35b	.....	.....	11.42b-52
July	11.70b	11.90	11.90	11.90
Oct.	11.95b	12.15	12.15	12.15
Jan.	12.15b	.....	.....	12.30b-40n
Apr.	12.35b	12.65	12.65	12.25b-45a
Sales:	four lots.			12.50b-65a

### TUESDAY, JAN. 22, 1957

	Open	High	Low	Close
Jan.	11.40b	11.45	11.45	11.40b-46
Apr.	11.80b	11.86	11.82	11.85b-90n
July	12.05b	12.45	12.45	12.10b-15a
Oct.	12.25b	12.45	12.45	12.40b-55a
Jan.	12.50b	.....	.....	12.60b-70n
Apr.	12.50b	.....	.....	12.60b-70n
Sales:	12 lots.			

### WEDNESDAY, JAN. 23, 1957

	Open	High	Low	Close
Jan.	10.70b	.....	.....	10.95b-11.15a
Apr.	11.40b	.....	.....	11.45b-60n
July	11.80b	11.96	11.90	11.90
Oct.	12.05b	12.21	12.21	12.20b-28a
Jan.	12.25b	12.48	12.48	12.48
Apr.	12.45b	12.65	12.65	12.60b-70n
Sales:	five lots.			

### THURSDAY, JAN. 24, 1957

	Open	High	Low	Close
Jan.	10.90b	11.00	11.00	10.98b-11.15a
Apr.	11.40b	11.51	11.51	11.50b-58a
July	11.80b	11.96	11.90	11.95
Oct.	12.05b	12.21	12.21	12.20b-28a
Jan.	12.25b	12.48	12.48	12.48
Apr.	12.55b	.....	.....	12.67b-75a
Sales:	27 lots.			

n—nominal, b—bid, a—asked.

## OLEO OILS

Wednesday, Jan. 23, 1957

	Prime oleo stearine (slack barrels) .....	Extra oleo oil (drums) .....	Prime oleo oil (drums) .....
	14%	18½	17%
	15½	18	17

Sales: 27 lots.

n—nominal, b—bid, a—asked.

# LIVESTOCK MARKETS...Weekly Review

## Slaughter of Cattle Sets New Records; Year Hog Kill Large

Livestock slaughter under federal inspection in December and for the year just ended revealed new records in cattle kill, with a long-time high established on hogs. Slaughter of sheep and lambs, although down, was among recent highs for the month of December.

Inspected packers butchered 1,685,779 head of cattle for the new December record. This number, although down from the November count of 1,809,412, was about 69,000 head larger than the 1,617,280 head killed in December 1955 and about 33,000 head above the previous record of 1,653,000 for December 1953. Total slaughter of cattle for 1956 numbered 20,185,984 head to set a new all-time mark and compared with the 1955 kill of 19,055,498 head.

Slaughter of 605,363 head of calves fell far short of the November kill of 763,312 and showed a lesser decline from last year's December slaughter count of 632,847 head. Slaughter of the young bovines for the year numbered 7,842,892 for a new high since 1946 and compared with the 1955 kill of 7,499,145 head.

Hog slaughter, falling behind that of 1955 during the last two months of 1956, numbered 5,698,059 head for a 28 per cent decline from 7,324,456 for December 1955. However, with the first ten months of 1956 carrying a heavy advantage over the year before, last year's total hog slaughter of 65,748,205 head represented about a 7 per cent increase over the total 1955 hog slaughter of 61,370,474 animals.

Slaughter of 1,061,920 sheep and lambs in December was the smallest month total of the year and the year's aggregate slaughter of 14,228,140 head was about 155,000 head smaller than the aggregate for 1955.

### FEDERALLY INSPECTED SLAUGHTER

	CATTLE	1956	1955
January	1,606,893	1,521,087	
February	1,483,530	1,818,151	
March	1,565,971	1,524,400	
April	1,544,684	1,451,705	
May	1,645,813	1,569,973	
June	1,678,557	1,640,677	
July	1,727,858	1,524,475	
August	1,773,867	1,796,589	
September	1,616,860	1,751,619	
October	1,958,960	1,692,772	
November	1,807,412	1,661,680	
December	1,685,779	1,617,280	
	CALVES	1956	1955
January	601,938	563,468	
February	586,005	517,089	
March	646,706	659,555	
April	608,503	596,814	
May	606,130	587,528	
June	596,118	610,500	
July	609,657	549,044	
August	690,769	645,579	
September	600,938	709,587	
October	872,453	727,788	
November	763,312	700,096	
December	605,363	632,647	
	HOGS	1956	1955
January	6,705,262	5,519,937	
February	5,922,330	4,357,846	
March	6,326,657	5,491,165	
April	5,606,661	4,472,045	
May	4,875,088	4,164,338	
June	3,225,559	3,713,130	
July	4,196,109	3,428,043	
August	4,559,479	4,474,888	
September	4,979,047	5,144,401	
October	6,346,586	6,144,099	
November	6,559,018	6,857,126	
December	5,695,059	7,324,456	
	SHEEP AND LAMBS	1956	1955
January	1,329,048	1,228,837	
February	1,168,178	1,079,567	
March	1,215,816	1,244,190	
April	1,128,286	1,179,811	
May	1,062,823	1,228,444	
June	1,085,799	1,205,224	
July	1,168,313	1,176,774	
August	1,234,476	1,226,680	
September	1,160,641	1,344,466	
October	1,439,291	1,247,536	
November	1,139,300	1,161,585	
December	1,061,201	1,154,810	
	YEAR TOTALS	1956	1955
Cattle	20,185,984	19,055,498	
Calves	7,842,892	7,499,145	
Hogs	65,748,205	61,370,474	
Sheep	14,228,140	14,383,450	

### SALABLE LIVESTOCK AT 12 MARKETS IN DECEMBER

	CATTLE	Dec., 1956	Dec., 1955
Chicago	212,576	182,147	
Cincinnati	17,884	16,471	
Denver	54,782	53,140	
Fort Worth	33,968	33,768	
Indianapolis	36,358	33,635	
Kansas City	112,917	96,276	
Oklahoma City	41,123	45,874	
Omaha	172,358	163,049	
St. Joseph	63,834	60,307	
St. Louis NSY	83,143	72,023	
Sioux City	108,503	103,450	
S. St. Paul	88,541	97,013	
Totals	1,028,287	962,158	

#### CALVES

	CALVES	Dec., 1956	Dec., 1955
Chicago	3,731	4,702	
Cincinnati	3,130	3,510	
Denver	6,047	5,980	
Fort Worth	10,191	8,732	
Indianapolis	3,850	4,317	
Kansas City	6,680	6,628	
Oklahoma City	6,339	4,792	
Omaha	6,748	6,724	
St. Joseph	5,394	4,896	
St. Louis NSY	15,831	15,056	
Sioux City	9,978	11,827	
S. St. Paul	51,505	58,308	
Totals	129,453	132,472	

#### HOGS

	HOGS	Dec., 1956	Dec., 1955
Chicago	206,199	355,426	
Cincinnati	55,671	67,281	
Denver	11,316	15,703	
Fort Worth	12,994	5,813	
Indianapolis	191,850	201,318	
Kansas City	59,472	49,651	
Oklahoma City	13,306	7,144	
Omaha	179,454	222,068	
St. Joseph	125,473	177,477	
St. Louis NSY	271,383	286,341	
Sioux City	144,965	285,686	
S. St. Paul	228,979	409,292	
Totals	1,501,052	2,183,230	

#### SHEEP AND LAMBS

	SHEEP AND LAMBS	Dec., 1956	Dec., 1955
Chicago	59,470	57,522	
Cincinnati	4,269	3,694	
Denver	41,192	42,333	
Fort Worth	44,762	24,193	
Indianapolis	28,402	18,489	
Kansas City	25,872	23,406	
Oklahoma City	9,058	9,594	
Omaha	46,115	49,398	
St. Joseph	28,351	29,831	
St. Louis NSY	32,488	35,170	
Sioux City	36,369	44,046	
S. St. Paul	60,214	82,067	
Totals	411,591	413,683	

### HOG-CORN PRICE RATIOS

Hog and corn prices at Chicago and hog-corn price ratios compared:

	BARROWS AND NO. 3 CORN GILTS AV.	YELLOWS	RATIOS BASED ON BARROWS AND GILTS PER CWNT. PER BU.
Dec. 1956	\$16.82	\$1.357	12.4
Nov. 1956	14.95	1.339	11.2
Dec. 1955	10.73	1.250	8.6

**Carlots**      **Barrel Lots**

**DRESSED BEEF**  
**BONELESS MEATS AND CUTS**  
**OFFAL**

**SUPERIOR PACKING CO.**  
**CHICAGO**      **ST. PAUL**

- Bloomington, Ill.
- Chattanooga, Tenn.
- Cincinnati, Ohio
- Dayton, Ohio
- Detroit, Mich.
- Florence, S. C.
- Ft. Wayne, Ind.
- Jackson, Miss.
- Jonesboro, Ark.
- Lafayette, Ind.
- Louisville, Ky.
- Montgomery, Ala.
- Nashville, Tenn.
- Omaha, Neb.
- Payne, Ohio
- Sioux City, Iowa

Pick up your profit with . . .

**KENNEDY - MURRAY**  
 LIVESTOCK BUYING SERVICE

## PACKERS' PURCHASES

Purchasers of livestock at principal centers for the week ended Saturday, January 19, 1957, as reported to The National Provisioner:

### CHICAGO

Armour, 14,127 hogs; Shippers, 13,936 hogs; and Others, 18,119 hogs.

Totals: 29,560 cattle 543 calves, 46,182 hogs, and 7,825 sheep.

### KANSAS CITY

Cattle Calves Hogs Sheep  
Armour, 2,450 715 2,466 2,770  
Swift .. 3,818 776 4,956 2,965  
Wilson .. 1,986 3,973 ..  
Butchers .. 8,516 81 1,098 893  
Others .. 2,268 .. 1,105 ..

Totals. 21,038 1,572 13,239 6,628

### OMAHA

Cattle Calves Hogs Sheep

Armour .. 8,391 .. 6,928 3,513  
Cudahy .. 1,674 .. 7,883 2,430  
Swift .. 5,636 .. 7,712 3,056  
Wilson .. 3,758 .. 5,976 1,862  
Am. Stores 600 ..  
Corn-husker 1,240 ..  
O'Neill .. 1,032 ..  
R. & C. 1,124 ..  
Nob. Beef 1,000 ..  
Greater Omaha 960 ..  
Rothchild 1,288 ..  
Roth .. 943 ..  
Klingan .. 1,100 ..  
Omaha .. 788 ..  
Union .. 1,013 ..  
Others .. 561 .. 7,084 ..

Totals. 33,864 .. 34,938 10,861

### E. ST. LOUIS

Cattle Calves Hogs Sheep  
Armour .. 3,633 825 11,507 2,078  
Swift .. 4,087 985 18,640 3,971  
Hunter .. 1,423 .. 8,083 ..  
Hell .. .. 1,365 ..  
Krey .. .. 4,341 ..

Totals. 9,148 1,810 43,936 6,049

### SIOUX CITY

Cattle Calves Hogs Sheep  
Armour .. 4,914 3 7,362 2,524  
S. C. Dr. ..  
Beef .. 3,883 ..  
Swift .. 3,708 .. 5,985 2,554  
Local ..  
Butchers .. 1,104 ..  
Others .. 7,890 .. 8 19,802 930

Totals. 20,999 11 33,149 6,008

### WICHITA

Cattle Calves Hogs Sheep  
Cudahy .. 1,577 347 2,043 ..  
Dunn .. 153 ..  
Sunflower .. 82 ..  
Dold .. 130 .. 900 ..  
Excel .. 906 ..  
Kans. .. 1,027 ..  
Armour .. 233 ..  
Swift .. 774 .. 88 400

Totals. 4,884 347 2,731 3,396

### OKLAHOMA CITY

Cattle Calves Hogs Sheep  
Armour .. 1,340 99 537 656  
Wilson .. 2,094 259 1,041 706  
Others .. 2,416 174 1,294 ..

Totals. \*6,850 532 2,872 1,362

\*Do not include 1,417 cattle, 280 calves, 10,965 hogs and 2,217 sheep direct to packers.

### LOS ANGELES

Cattle Calves Hogs Sheep  
Armour .. 248 10 ..  
Swift .. 565 214 ..  
Wilson .. 368 ..  
Atlas .. 1,220 ..  
United .. 971 7 310 ..  
Survall .. 960 ..  
Ideal .. 616 ..  
Great ..  
Western .. 396 ..  
Harman .. 359 ..  
Acme .. 285 ..  
Others .. 2,846 615 686 ..

Totals. 7,830 846 996 ..

### DENVER

Cattle Calves Hogs Sheep  
Armour .. 1,438 83 4,208 ..  
Swift .. 1,752 125 3,11 5,940 ..  
Cudahy .. 1,100 38 6,636 551 ..  
Wilson .. 537 .. 4,190 ..  
Others .. 6,017 354 2,110 717 ..

Totals. 10,844 600 11,817 15,606

CINCINNATI				
	Cattle	Calves	Hogs	Sheep
Gall ..	127	24	...	243
Schlachter ..	127	24	...	243
Others ..	4,237	826	13,698	36
Totals. 4,364	850	13,698	279	

MILWAUKEE				
	Cattle	Calves	Hogs	Sheep
Packers ..	1,581	5,383	4,530	1,371
Butchers ..	3,333	1,732	156	311
Totals. 5,164	7,120	4,686	1,682	

ST. PAUL				
	Cattle	Calves	Hogs	Sheep
Armour ..	6,535	4,096	18,785	4,225
Rifkin ..	950	31	...	...
Swift ..	6,283	2,526	25,413	4,664
Others ..	3,145	3,614	7,767	2,981
Totals. 20,352	10,266	9,065	11,820	

FORT WORTH				
	Cattle	Calves	Hogs	Sheep
Armour ..	1,407	1,346	1,158	4,978
Swift ..	1,534	583	1,071	11,157
Morell ..	790	31	...	...
City ..	183	4	72	...
Rosenthal ..	77	1	...	...
Totals. 4,125	1,970	2,301	16,135	

TOTAL PACKER PURCHASERS				
	Week	Same	ended	Prev. week
Cattle ..	178,023	185,977	182,778	
Hogs ..	262,505	285,262	319,657	
Sheep ..	87,051	90,767	95,368	

## CORN BELT DIRECT TRADING

Des Moines, Jan. 23—Prices at the ten concentration yards in Iowa and Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3:  
120-180 lbs. .... \$15.50@18.00  
180-240 lbs. .... 17.50@18.85  
240-270 lbs. .... 17.25@18.15  
270-330 lbs. .... 16.75@17.90

Sows, U.S. No. 1-3:  
270-330 lbs. .... 17.00@17.75  
330-400 lbs. .... 16.50@17.25  
400-550 lbs. .... 15.00@16.75

Corn belt hog receipts were reported by the U. S. Department of Agriculture as follows:

This week Last week Last year  
est. actual actual  
Jan. 17 .. 62,000 77,500 70,000  
Jan. 18 .. 54,000 78,000 57,000  
Jan. 19 .. 35,000 41,000 27,000  
Jan. 21 .. 52,000 57,000 55,000  
Jan. 22 .. 58,500 76,000 44,000  
Jan. 23 .. 55,000 56,000 43,000

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Jan. 23 were as follows:

**CATTLE:**  
Steers, choice ..... \$20.00@21.00  
Steers, good ..... 18.00@20.00  
Heifers, choice ..... 18.50@20.50  
Heifers, good ..... 18.00@20.00  
Cows, util. & com'l. 16.50@17.50  
Cows, can. & cut. 9.00@11.00  
Bulls, util. & com'l. 18.50@15.00  
Bulls, cutter ..... 11.50@13.50

**VEALERS:**  
Choice & prime ..... 28.50@30.00  
Calves, gd. & ch. .... 15.00@19.00

**HOGS:**  
U.S. 1-3, 120/180 ... 15.00@17.00  
U.S. 1-3, 160/180 ... 17.00@19.00  
U.S. 1-3, 180/200 ... 18.75@19.50  
U.S. 1-3, 200/220 ... 18.75@19.75  
U.S. 1-3, 220/240 ... 18.50@19.50  
U.S. 1-3, 240/270 ... 18.25@19.00  
U.S. 1-3, 270/300 ... 17.75@18.25  
U.S. 1-3, 300/330 ... 17.75@18.00  
Sows, U.S. No. 1-3, 180/360 ..... 17.25@17.75

**LAMBHS:**  
Gd. & ch. (wooled) 18.50@21.00  
Gd. & ch. (shorn) None quoted

## WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Jan. 19, 1957 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup>	12,912	9,151	60,131	44,908
Baltimore, Philadelphia	9,407	1,217	83,577	4,326
Cin., Cleve., Detroit, Indpls.	24,162	8,903	112,724	8,827
Chicago Area	29,62	5,940	68,994	9,063
St. Paul-Wis. Areas <sup>2</sup>	32,860	27,480	110,708	18,518
St. Louis Area <sup>3</sup>	18,431	3,505	94,505	9,087
Sioux City-So. Dak. Area <sup>4</sup>	21,416	...	65,007	17,066
Omaha	35,919	909	76,614	15,367
Kansas City	19,642	2,625	37,363	11,063
Iowa-So. Minnesota <sup>5</sup>	34,208	14,898	281,855	40,237
Louisville, Evansville, Nashville, Memphis	11,648	6,169	58,182	N. A.
Georgia-Alabama Area <sup>6</sup>	6,587	2,869	35,636	N. A.
St. Jo Ph., Wichita, Okla. City	22,087	4,130	51,394	11,928
Ft. Worth, Dallas, San Antonio	17,350	6,439	24,059	14,855
Denver, Ogden, Salt Lake City	19,701	1,046	16,897	26,835
Los Angeles, San Fran. Areas <sup>7</sup>	29,193	4,422	33,839	31,984
Portland, Seattle, Spokane	8,024	302	16,995	5,341
<b>GRAND TOTALS</b>	353,180	86,371	1,168,182	269,290
Totals same week 1956	332,028	99,022	1,445,130	276,244

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. Paul, Newport, Minn., and Madison. Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. <sup>5</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>6</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>7</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended January 12 compared with the same time 1956 was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

	GOOD STEERS	VEAL CALVES	HOGS*	LAMBS
UP to 1900 lbs.	Good & Choice	Grade B <sup>1</sup> Dressed	Grade B <sup>1</sup> Handweigths	Good
Stockyards	1957	1956	1957	1957
Toronto	\$19.67	\$18.48	\$28.75	\$30.50
Montreal	18.50	17.80	26.00	26.15
Winnipeg	17.33	17.25	29.60	28.00
Calgary	17.40	16.91	17.56	17.82
Edmonton	17.50	15.85	20.50	19.75
Lethbridge	16.50	16.97	16.00	16.75
Pr. Albert	16.50	16.50	22.75	20.00
Moose Jaw	17.00	15.33	16.50	18.50
Saskatoon	17.00	15.00	24.00	23.25
Regina	16.75	16.00	26.50	18.00
Vancouver	18.75	16.00	26.50	17.57

\*Canadian Government quality premium not included.

## SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama, and Jacksonville, Florida during week ended January 18:

	Cattle	Calves	Hogs
Week ended January 18	3,776	956	21,012
Week previous (five days)	3,325	1,114	21,507
Corresponding week last year	3,303	1,211	21,746

## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Jan. 23 were as follows:

	CATTLE:	LIVESTOCK PRICES AT SIOUX CITY
Steers, gd. & ch.	\$17.50@20.50	Cattle prime ..... \$22.00@25.00
Steers, stand.	14.00@15.25	Steers, choice ..... 19.00@21.00
Heifers, gd. & ch.	18.00@20.50	Heifers, prime ..... 17.00@19.00
Cows, util. & com'l.	16.50@18.50	Heifers, choice ..... 20.50@21.50
Cows, can. & cut.	8.50@10.50	Cows, util. & com'l. 17.50@20.50
Bulls, cutter	11.50@13.50	Cows, can. & cut. 9.50@10.50
VEALERS:		Bulls, com'l. 13.50@15.00
Good & choice	19.00@23.00	Bulls, good (beef) None quoted
Calves, good	16.00@18.00	
HOGS:		
U.S. 1-3, 180/200	18.25@19.25	U.S. 1-3, 180/200 ..... 18.50@19.25
U.S. 1-3, 200/220	18.50@19.40	U.S. 1-3, 200/220 ..... 18.50@19.40
U.S. 1-3, 220/240	18.50@19.25	U.S. 1-3, 220/240 ..... 18.50@19.25
U.S. 1-3, 240/270	18.25@19.00	U.S. 1-3, 240/270 ..... 18.25@19.00
U.S. 1-3, 270/300	17.75@18.25	Sows, U.S. No. 1-3, 180/360 ..... 17.25@17.75
U.S. 1-3, 300/330	17.75@18.00	
U.S. 1-3, 180/360	17.25@17.75	
LAMBS:		
Choice & prime	20.25@20.75	Choice & prime (wooled) 18.00@20.00
Ch. & pr. (shorn)	18.75@19.25	Ch. & pr. (shorn) 18.50@19.00

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 18 centers for the week ended Jan. 19, 1957, compared:

CATTLE		Cor.	Week	Prev.	Week
Week Ended	Jan. 19	1956	1957	1956	1957
Chicago	29,500	28,862	26,944		
Kan. City	22,610	18,768	22,652		
Omaha*	34,486	34,965	30,569		
E. St. Louis	10,956	11,300	10,474		
St. Joseph	13,477	12,664			
Sioux City	14,120	15,192	11,879		
Wichita*	5,919	5,042	4,987		
New York &					
Jer. City†	11,546	13,176			
Okla. City‡	10,200	9,605			
Cincinnati	4,577	4,641	4,680		
Denver	11,401	12,762	11,258		
St. Paul‡	17,207	17,874	18,107		
Milwaukee	5,108	5,431	4,484		
Totals	176,941	189,423	186,929		

### HOGS

Chicago	32,246	30,886	51,518
Kan. City	13,239	14,158	11,378
Omaha*	54,968	58,111	74,610
E. St. Louis	43,946	42,268	38,725
St. Joseph	27,198	38,400	
Sioux City	19,920	21,752	27,298
Wichita*	10,323	11,162	15,220
New York &			
Jer. City†	60,131	57,728	60,896
Okla. City‡	15,867	15,788	22,740
Cincinnati	12,532	12,441	17,320
Denver	11,635	15,440	16,343
St. Paul‡	44,198	49,299	72,965
Milwaukee	4,674	5,185	7,953
Totals	321,669	371,619	452,058

### SHEEP

Chicago	7,825	7,034	6,181
Kan. City	6,628	4,797	7,119
Omaha*	12,199	11,750	14,912
E. St. Louis	6,049	4,182	6,736
St. Joseph	9,544	18,276	
Sioux City	3,562	4,401	5,724
Wichita*	2,996	1,448	1,968
New York &			
Jer. City†	44,903	38,122	52,525
Okla. City‡	7,156	4,457	
Cincinnati	268	638	515
Denver	22,690	18,527	17,116
St. Paul‡	88,119	11,062	8,139
Milwaukee	1,882	1,391	1,390
Totals	121,490	120,112	145,051

\*Cattle and calves.  
†Federally inspected slaughter, including directs.  
‡Stockyards sales for local slaughter. §Stockyards receipts for local slaughter, including directs.

## CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended January 12:

### CATTLE

Week	Same
ended	week
Jan. 12	1956
Western Canada	19,053
Eastern Canada	20,549
Totals	39,602

### HOGS

Western Canada	59,589	65,760
Eastern Canada	58,993	62,075
Totals	118,582	127,835

### SHEEP

Western Canada	3,715	5,470
Eastern Canada	5,813	6,142
Totals	9,528	11,621

**NEW YORK RECEIPTS**  
Receipts of livestock at Jersey City and 41st st., New York, market for week ended Jan. 19:

### Cattle

Calves 106 12 ...

Total (incl. directs) 2,676 745 21,850 12,645

Prev. wk. Salable 129 76 ...

Total (incl. directs) 2,708 4,405 21,313 10,167

\*Including hogs at 31st St.

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

### RECEIPTS

Cattle	Calves	Hogs	Sheep
Jan. 17	5,741	178	11,899
Jan. 18	1,241	114	10,886
Jan. 19	26	5,281	1,073
Jan. 21	29,451	180	11,275
Jan. 22	5,600	400	12,500
Jan. 23	11,000	200	11,000

\*Week so:

far 46,051 780 34,775 9,026

Wk. ago 52,679 690 36,071 12,024

Yr. ago 52,071 1,031 32,410 12,073

2 years

ago .. 37,807 2,109 43,248 7,501

\*\*Including 279 cattle, 7,102 hogs and 490 sheep direct to packers.

### SHIPMENTS

Cattle	Calves	Hogs	Sheep
Jan. 17	2,974	26	3,206
Jan. 18	2,968	29	1,947
Jan. 19	203	4	6
Jan. 21	8,386	12	3,545
Jan. 22	6,000	4	4,000
Jan. 23	8,000	1	500

far 22,386 12 8,545 1,764

Wk. ago 24,691 116 7,705 3,242

Week so:

Yr. ago 21,497 53 9,065 5,334

ago .. 12,725 59 5,906 2,707

### JANUARY RECEIPTS

1957 1956

Cattle ..... 185,754 169,783

Calves ..... 3,972 7,504

Hogs ..... 220,578 269,408

Sheep ..... 49,641 50,249

### JANUARY SHIPMENTS

1957 1956

Cattle ..... 102,828 75,716

Hogs ..... 47,952 85,627

Sheep ..... 17,676 25,259

### CHICAGO HOG PURCHASES

\* Supplies of hogs purchased at Chicago, week ended Wed., Jan. 23:

Week	Week
ended	ended
Jan. 23	Jan. 16
Packers' purch.	31,429
Shippers' purch.	12,914
Totals	44,343

### LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Jan. 18, with comparisons:

### Cattle

Week to date 298,000 487,000 220,900

Previous week 313,000 517,000 178,000

Same wk. 1956 294,000 642,000 196,000

1957 to date 730,000 1,313,000 482,000

1956 to date 885,000 1,985,000 497,000

### PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Jan. 17:

### Cattle

Calves 1,400 1,500 200

Los Ang. 9,000 1,400 1,500 200

N. P. T. Land. 3,265 313 1,385 2,415

San Fran. 726 30 1,200 1,040

### LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Jan. 23 were as follows:

### CATTLE

Cwt.

Steers, gd. & ch. \$19.00@20.00

Steers, stand. & gd. 15.00@18.75

Heifers, good 17.00@18.00

Cows, util. & com'l. 11.00@12.25

Cows, can. & cut. 9.00@11.25

Bulls, util. & com'l. 13.00@15.00

### VEALERS:

Choice & prime 29.00@30.00

Good & choice 25.00@29.00

Calves, gd. & ch. None quoted

### HOGS:

U.S. 1-3, 180/200 19.00@19.25

U.S. 1-3, 200/220 19.00@19.25

U.S. 1-3, 220/240 19.00@19.25

Sows, U. S. No. 1-3, 250/300 .. 16.00@16.75

Sows, U. S. No. 1-3, 300/400 .. 16.00@16.50

### LAMBS:

Choice & prime 21.00 only

Good & choice None quoted

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, January 22 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

### ST. L. M. S. Yds. Chicago Kansas City Omaha St. Paul

### HOGS (Includes Bulk of Sales):

#### BARROWS & GILTS:

##### U. S. No. 1-3:

120-140 lbs. \$16.25-17.75

140-160 lbs. 17.25-18.75

160-180 lbs. 18.25-19.50

180-200 lbs. 19.25-20.00

200-220 lbs. 19.25-20.25

220-240 lbs. 19.25-20.50

240-270 lbs. 18.25-18.85

270-300 lbs. 18.25-19.00

300-330 lbs. 17.75-18.15

330-360 lbs. 17.75-18.25

Medium: 17.75-18.50

160-220 lbs. 17.75-19.00

220-270 lbs. 17.25-18.75

270-320 lbs. 17.25-18.50

320-360 lbs. 17.25-18.50

360-400 lbs. 17.25-17.50

400-450 lbs. 17.00-17.25

450-550 lbs. 16.25-17.00

550-650 lbs. 16.00-16.50

650-750 lbs. 15.50-16.00

750-850 lbs. 15.00-15.50

850-950 lbs. 14.50-15.00

950-1100 lbs. 14.00-14.50

1100-1300 lbs. 13.50-14.00

1300-1500 lbs. 13.00-13.50

Choice:

700-900 lbs. 17.50-19.50

900-1100 lbs. 18.00-20.00

1100-1300 lbs. 19.00-21.00

1300-1500 lbs. 19.50-21.50

Good:

700-900 lbs. 17.50-19.50

900-1100 lbs. 18.00-20.00

1100-1300 lbs. 19.00-21.00

1300-1500 lbs. 19.50-21.50

Utility:

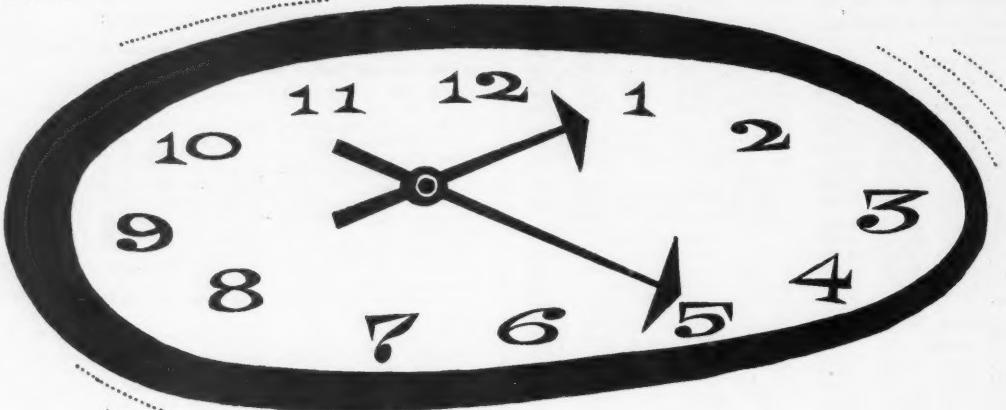
all wts. 12.50-15.00

all wts. 13.00-14.75

all wts. 14.00-14.50

all wts. 14.50-15.00

all wts. 15.00-15



## HOW TO STRETCH YOUR TIME . . .

Who wants to work 26 hours a day? Save valuable hours THE PROVISIONER WAY! All the weekly news, markets, and how-to-do-it stories in the weekly PROVISIONER magazine—all yesterday's final market prices on your desk this morning in the DAILY MARKET & NEWS SERVICE, and the DAILY WIRE SERVICE—and product information of all leading suppliers in the PURCHASING GUIDE.

Have time for a hobby, operate THE PROVISIONER WAY.

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15 WEST HURON ST.  
CHICAGO 10, ILL.

## CLASSIFIED ADVERTISING

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Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch. Contract rates on request.

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### POSITION WANTED

#### MANAGEMENT CONSULTANTS

Let us help you with your problems in Organization, Management, Production, Labor Relations, Sales and Marketing.

LEE B. REIFEL & ASSOCIATES  
216 Bank of Wood County Bldg.  
Bowling Green, Ohio

#### GENERAL MANAGER

Young, aggressive man with 17 years' diversified experience, complete knowledge of operations in every department, yields and costs. Sausage production superintendent for years. Selling and some livestock buying. Desire chance to prove ability to get results. Presently employed as plant superintendent. Prefer south or southwest. W-21, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CURING FOREMAN: Seeks position in small firm, 10 years' experience in artery pumping and sweet pickle process. Excellent references. In reply advise complete details of position offered. W-22, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED: Smoke-house and curing man desires connection with reputable eastern packer. Have experience in practically all pork operating departments. Can furnish references. W-23, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

OFFICE MANAGER: 8 years' experience in departmental accounting and office management with independent packer. Wants to re-locate with another independent meat packer. W-24, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER: 56 years old, 30 years' packinghouse experience: House sales, practical knowledge of full operation. W-26, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### POSITION WANTED

SALESMANAGER and BEEF SUPERINTENDENT: 25 years' experience, procurement, slaughtering, boning, breaking, sales, beef, pork, sausage and prepackaged items, canned meats etc. Know yields, costs and finance. W-25, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### LINES

WANTED: For Pacific coast and Arizona Can meats, imported and domestic. Also sausage supplies, casings, spices, binders, etc. W-16, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### DRY SAUSAGE MAN

WANTED: MAN CAPABLE OF MAKING FULL LINE OF SAUSAGE PRODUCTS.

ALL REPLIES STRICTLY CONFIDENTIAL

#### WRITE TO BOX W-3,

THE NATIONAL PROVISIONER

15 W. Huron St. Chicago 10, Ill.

SALESMAN: With car to cover well established territory. Must have experience selling seasonings, cures, binders, specialty items. Our company has been in this business for many years.

Salary, expenses and car allowance. Write to Box W-472, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### PACKAGING ENGINEER

Experienced in all phases of high speed wrapping equipment, layouts and methods. Excellent opportunity to qualified person for advancement with large packaging firm. Salary open.

W-28, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

### HELP WANTED

#### HEAD COST ACCOUNTANT

Familiar with B.A.I. Packinghouse accounting and yields. We have several small packinghouses and branch houses throughout United States and still growing fast. This requires top-flight accountant with wide experience. Salary high enough to attract the best. Replies strictly confidential. State education, record of employment and personal background. Box W-27, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### CREDIT MAN

EXPERIENCED: With thorough knowledge of wholesale meat business, office management and organization. Only the best references and record will be considered.

#### TURNER & GEE

P. O. Box 100 Orlando, Florida

#### BEEF BONING FOREMAN

Progressive mid-western packer offers unusual opportunity to experienced working foreman for beef boning department. Send details of experience to Box W-17, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### ENGINEER

WANTED: For medium sized packing plant located in eastern Pennsylvania. Must have thorough knowledge of refrigeration and general plant maintenance. W-18, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### SUPERINTENDENT

NIGHT MAN: For edible oil refinery. Thorough experience in processing, refinery, vegetable oils and fats. Excellent salary and benefits. Send resume. TRANS-WORLD REFINING CORPORATION, 137 Twelfth Street, Jersey City, N. J.

SUPERVISORS: Large food processing corporation requires services of young men for supervisory positions in South America. Must have meat packing plant experience, prefer college education or equivalent. W-493, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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